

BULLETIN No. 51.

COMMITTEE ON FINANCE, UNITED STATES SENATE.

REPLIES

TO

TARIFF INQUIRIES.

SCHEDULE K—Continued.

WOOL, AND MANUFACTURES OF.

NUMBERS 5875 TO 5995.

JUNE 27, 1894.—Ordered to be printed.

WASHINGTON:
GOVERNMENT PRINTING OFFICE.
1894.

CIRCULAR LETTER OF INQUIRY.

COMMITTEE ON FINANCE, U. S. SENATE,
Washington, D. C., December 20, 1893.

MY DEAR SIR: In former years, when the question of the tariff was uppermost in the consideration of the people, circular letters were addressed to merchants, manufacturers, and producers, representing the industrial elements of the community, and others, making inquiries as to the character and amount of their output, the capital invested, prices, wages, rates of import duties, etc. This was notably the case in 1845, under the direction of Secretary Walker; in 1882, through the tariff commission; and in 1885, under the direction of Secretary Manning.

The replies to such interrogatories furnish valuable statistics and other data, and materially aid in legislating upon the subject of customs duties.

With a view to securing such information, the Committee on Finance submit to you the following questions, which, they trust, you will formulate replies to, adding such general or special matter as you may be possessed of, and which, in your judgment, will be of value to the committee:

1. State name of corporation, firm, or individual, and character of manufacture.
2. State location of plant.
3. What amount of capital is invested.
4. When was the industry established?
5. State the amount of production, kinds, and value of articles manufactured annually since the establishment of your industry: Description, value, and quantity for each year.
6. Have you at any time during the past two years been running less than full time, and, if so, when and why?
7. What rate of ad valorem (or specific) duty is necessary to place domestic products on an equal footing with foreign producers, and your reasons why?
8. If the rate of duty upon your class of manufacture were reduced one-third, what reduction in cost of production would be necessary?
9. Please state the domestic wholesale price of your goods in 1884, 1890, and 1892, and at the date of your answer.
10. To your knowledge has there been an increased competition in your line of manufactures, either foreign or domestic, during the past four years?
11. Do you desire a specific or an ad valorem duty, and why?
12. Are you manufacturing or producing as many goods or commodities as you were in 1892, and if not, why not?
13. What has been the tendency of wages during the past twelve months?

14. If possible will you give an estimate of the exact cost of living of the families of two or more of your skilled workmen, specifying as near as may be items of expenditure.

15. Have you any difficulty in construing the existing law in regard to importations of the class of articles you produce, and have you any suggestions to make?

16. Has the price of living in your locality increased or decreased during the past four years, and to what extent?

17. What in your opinion is the cause of the present depression in trade, and what would be your remedy to correct it?

18. What component materials of your manufacture are, to you, raw materials?

19. Are the goods you manufacture luxuries or necessities?

20. What rate of interest are you compelled to pay on loans?

21. What effect has immigration had on your business?

22. What proportion of skilled labor do you employ?

23. How do you propose to meet any reduction of duty on the goods you manufacture?

24. Give the number of men, women, and children employed, and state the wages you pay for ordinary and skilled labor.

25. How many hours per week are they employed?

26. Do foreign articles of like kind enter into competition, and to what extent?

27. What proportion of your manufacture is exported, and do you realize a less price therefrom than from domestic consumption?

28. Has the cost of manufacture increased or decreased since 1883, and to what extent?

29. Has the increase or decrease been in materials or labor?

30. Have your selling prices increased or decreased since 1890?

31. What amount of the agricultural production of the country is consumed in your manufacture, or through it, indirectly or directly, and what amount of other domestic productions?

32. What component materials are used in your manufacture on which you pay a specific or an ad valorem duty? Give the rates of duty.

33. If your raw material were free would there be any necessity for a customs duty on the manufactured product?

34. Please state the wholesale prices for 1884, 1890, and 1892. Have these prices increased or decreased since 1892?

35. What changes, if any, do you recommend of existing rates of duty or administrative customs laws?

The committee are desirous that your reply shall give a full expression of your views and not be restricted to merely answering the questions categorically. It, however, should be confined to your specific business and expressed as concisely as possible.

Publicity will not be given to names or locations of business if you so desire.

Please make your reply on the inclosed blanks and return it in the accompanying envelope.

Very respectfully,

D. W. VOORHEES,
Chairman, U. S. Senate.

[No. 2—IMPORTERS.]

CIRCULAR LETTER OF INQUIRY.

COMMITTEE ON FINANCE, U. S. SENATE,
Washington, D. C., December 20, 1893.

MY DEAR SIR: In former years when the question of the tariff was uppermost in the consideration of the people, circular letters were addressed to merchants, importers, and others, making inquiries as to the character and amount of their business, prices and wages paid, rates of import duties, etc. This was notably the case in 1845, under the direction of Secretary Walker; in 1882, through the tariff commission, and in 1885, under the direction of Secretary Manning.

The replies to such interrogatories furnish valuable statistics and other data, and materially aid in legislating upon the subject of customs duties.

With a view to securing such information the Committee on Finance submit to you the following questions, which, they trust, you will formulate replies to, adding such general or special matter as you may be possessed of, and which, in your judgment, will be of value to the committee:

1. State the name or names of firms you represent.
2. State the character of goods imported.
3. State the cost of their production in the country of manufacture.
4. Give the rates of duty on your importations.
5. State with what character of domestic goods your imports correspond.
6. Give the wholesale price of your goods in domestic markets, less all discounts.
7. What changes were made in the rates of duty on your goods by the tariff act of 1890; and if, the change was made from ad valorem to specific duty, what was the ad valorem equivalent for each year, 1891, 1892, and 1893, for the new specific rates?
8. State whether the cost of goods imported by you, excluding freight, commission, and duty, has increased or decreased since 1890, and what per cent of increase or decrease (estimated on the cost of 1890) has taken place to date.
9. State your opinion as to the conditions necessary to be maintained in the United States to make it an exporting country of the same goods that you import.
10. State your opinion as to whether or not goods such as you import can be manufactured in the United States without a reduction of wages.
11. State whether or not the articles you import have ever been exported from this country to the countries from which they are now imported, and when and in what quantity.
12. State what difference there is between the price made for export on the goods you handle and the wholesale price made for the local market at the point of production.

13. State the retail and wholesale price of the goods at the point of production, and the retail and wholesale price of the same goods in the United States for the years 1884, 1890, 1892, and the date of your answer.

14. On what terms are goods generally sold?

15. State whether you are a manufacturer's agent, a consignee, or a purchaser.

16. What commission is paid you for handling goods?

17. Please give the average rate of interest in the country of production of your goods.

18. Give the wages paid there for the past three years for skilled and unskilled labor.

19. State whether an ad valorem or a specific rate of duty is desired, and why.

20. State whether duties are most likely to be evaded under an ad valorem or under a specific duty.

21. Please give, if possible, a description of the mode of living and expenditures for two or more families of skilled laborers employed by the concerns manufacturing the goods which you represent, stating the location of such families.

22. State whether free trade or protection exists in the country of manufacture.

23. Give the amount of imports and value of your goods yearly for the past four years.

24. How do you manage to compete with domestic productions?

25. Please give for a period of ten years the cost of transportation, from point of manufacture to destination, in this country.

26. So far as your knowledge extends, which of the European countries has been most prosperous during the past twelve months, and to what cause was such prosperity, if any, due?

27. Have you any suggestions to make concerning the administrative features of the customs laws?

The committee are desirous that your reply shall give a full expression of your views, and not be restricted to merely answering the questions categorically. At the same time it is desired that your answers shall be confined to your own business, and be stated concisely.

Publicity will not be given to names or location of business, if you so desire.

Please return your answer in the accompanying envelope.

Very respectfully,

D. W. VOORHEES,
U. S. Senate, Chairman.

SCHEDULE K.

(Continued.)

WOOL, AND MANUFACTURES OF.

No. 5875.

Reply of Riverside Worsted Mills, of Providence, R. I., manufacturers of worsted goods.

[Established in 1874. Capital invested, \$1,800,000.]

We reorganized in 1890, and have been running full time till last August, sixty hours weekly, but now fifty-four; employing until now about 700 males and 1,000 females. We have been paying heretofore an average of \$1.55 per day to males and \$1 to females; with a present reduction made necessary by prospective tariff changes of $12\frac{1}{2}$ per cent, which tariff changes, if made, will make necessary further reductions in labor cost. We believe in specific duties so far as is practical, because they prevent undervaluations, and are real for what they stand. We represent an industry in which both home and foreign competition is the keenest, and increasing at every opportunity, most respectfully answers:

First. In view of the Wilson bill we sent our superintendent to England to ascertain exact facts of comparison on goods of our class. He has recently returned. We desire to call especial attention to the following ascertained facts:

Second. Our plant for manufacturing men's wear worsted cloths cost, and would cost to-day, \$1,000,000, and can be duplicated in England for less than \$500,000.

Third. Taking wear and tear and renewal at but 5 per cent per annum, it gives England an advantage of \$25,000 annually in this item, which difference alone makes a satisfactory profit in England.

Fourth. We require a cash investment of \$800,000 in merchandise, material, and supplies, against their less than \$500,000 to transact the business, which at an average difference of 2 per cent in interest rate gives an annual difference against us of \$30,000.

Fifth. A wide difference in labor cost exists in England between goods competing with our manufacture and those which do not compete, i. e., Bradford competing goods are made at much less labor cost than Huddersfield noncompeting goods. This difference is large. Can give full details showing it to be in weaving over 30 per cent.

Sixth. They offered him to take English wools in the grease and put them into tops for 2 cents per pound; Australian wool from grease into

tops 4 cents per pound, and manufacture from the top into yarn for 7 cents from each of them. Our cost from grease into top is 7 to 8 cents, from top into yarn 16 to 17 cents, making our yarn cost 24 cents per pound against their 11 cents. This is an exact comparison of cost of labor and use of mill and machinery. You see it is 125 per cent greater here. In weaving we can give you exact cost in six competing mills and noncompeting mills. Our weaving cost in labor is on competing goods two and one-half times greater, or 150 per cent more.

Seventh. There a competing factory, with 1,600 employes, which had a weekly pay roll of less than \$4,500, against our 1,680 employes with over \$12,000 weekly pay roll on similar goods, showing same result as above stated.

Eighth. The cost of manufacture has decreased some in materials, and recently in labor, but goods have reduced in price faster owing to impending tariff changes, and can not be sold in quantity except at great loss.

Ninth. On free wool our protection to be as before should be 60 per cent, really 65 per cent, and all below that figure in any new bill must come out of labor and plant. Proof: In 1892 our net cost per yard, without figuring anything to capital stock, was, on our product of over 1,200,000 yards, \$1.69. Imported goods paid in specific and ad valorem duties 44 cents per pound and 50 per cent. The collections on goods were 98 per cent on invoice cost abroad. This shows the 44 cents per pound to be 48 per cent on values. Foreign goods competed severely with us, and so their goods must have correspondingly represented an average invoice cost of $85\frac{1}{2}$ cents per yard. Allowing but 6 per cent for their profit and freight to bring the foreign net cost to the same basis we are figuring on, would reduce their cost to $80\frac{1}{4}$ cents per yard. Figuring on this $80\frac{1}{4}$ cents, 48 per cent to cover wool duty, gives $38\frac{1}{2}$ cents per yard to deduct from our \$1.69, leaving \$1.30 $\frac{1}{2}$, showing that on a free wool basis there should be $62\frac{1}{2}$ per cent duty. Eighty and one-fourth cents plus $62\frac{1}{2}$ per cent equals \$1.30 $\frac{1}{2}$. The specific duty of 44 cents per pound has certainly been equal to 10 per cent protection; first, because it is specific and is not open to undervaluation, and second, because of the difference in wool shrinkages.

Tenth. Under necessity of the strongest kind, such as less protection will enforce, we can, without severe action toward labor, cover the protection heretofore given that was over 60 per cent on a free wool basis, but anything below that must come out of the bone, muscle, and flesh of those who do the work in the industry.

Eleventh. Considering the fact that all the wool and worsted industries of New England, taken as a whole, have not during the past twenty years received an average return of 6 per cent on their capital invested, leaving capital unimpaired, and as put into the business, is it not shown conclusively that under the pressure to possess our market on the part of the foreigner they have pushed their labor on competing goods to such an excessively low point that it is not for the best interests of this country to follow in that direction, and that protection sufficient to prevent the same is legitimate and wise, and that home competition will keep our goods at as low a point as is beneficial to the whole country?

These are the facts in regard to our manufacture of men's wear worsted cloths.

No. 5876.

Reply of Wanskuck Company, of Providence, R. I., manufacturers of worsted goods.

[Established in 1864. Capital invested, \$1,500,000.]

The value of our production increased from about \$400,000 to \$2,200,000 in 1892.

We stopped running three months in 1893. There was no demand for goods.

We believe 40 per cent ad valorem duty to be sufficient to place domestic products on an equal footing with foreign producers.

If the duty were reduced one-third the only reduction in cost of manufacturing would be the duty on wool.

There has been increased competition from imported goods since the passage of the tariff act of 1890.

An ad valorem duty is the only fair one. A specific duty is impossible with the great variety of goods imported.

At present we are producing as many goods as in 1892.

Wages have decreased for six months.

We have no difficulty in construing the existing law on importations.

We only suggest that you make the duties ad valorem.

Price of living has decreased very much in the past four years.

The present depression is certainly caused by overproduction, stimulated by constantly increased protection and bad financial legislation. There is too much bad money driving out the good. Stop coining cheap dollars. Makeraw materials free, especially wool, as that is the solution of the whole problem of tariffs. Reduce prices to the standard of the civilized nations, with gold for the only measure of values.

Wool alone is our raw material.

Our goods are necessities.

We don't borrow money.

Immigration has no effect on our business, except to cheapen common labor and increase consumers.

Only a small proportion of our labor is skilled.

If duty on our goods is reduced we propose to get cheap wool and reduce wages.

We employ about 1,000 hands. We pay about \$1 per diem for common and \$2 for skilled labor.

They work sixty hours per week.

Foreign articles of like kind have entered very largely into competition since the passage of the tariff of 1890 until the present time; very little now.

None of our goods are exported.

Cost of manufacture has decreased in the cost of wool nearly one-half since 1883, not much in labor until now.

Selling prices have decreased about 25 per cent in the past six months; not much before.

We consume about \$1,000,000 in wool a year. We use about \$300,000 of Australian wool, duty 11 cents per pound, 60 per cent ad valorem.

If raw materials were free our labor cost is still much above foreign, and for a short time we should have a moderate customs duty.

The wholesale prices did not vary much on staples from 1884 to 1892; say, from \$2.12½ to \$2.62½ for the best. Now, for the same, \$1.75 to \$2.25. Many goods equally as good are much below these prices.

Am not familiar with the administrative laws, but have a strong impression that they need revising. The Wilson bill is satisfactory, with the exception of the income tax, which is bad, politically and practicably. A revenue duty on sugar would be far better in every sense.

No. 5877.

Reply of Fulton Worsted Mills, of Fulton, N. Y., manufacturers of worsted goods and yarns.

[Established January 1, 1892. Capital invested, \$1,050,000.]

We manufactured in 1892, 380,000 yards of worsted goods, value, \$520,000; 650,000 pounds of worsted yarn, value, \$670,000; and in 1893, 490,000 yards of worsted goods, value, \$612,000; 420,000 pounds of worsted yarn, value, \$407,000.

Our mills ran on full time during the year 1892 and for the first six months in 1893. Last three months of 1893 we run half time, owing to the depression in business.

A 50 per cent ad valorem, or an equivalent in specific duty would be much better for us. Labor is paid from 75 to 125 per cent higher than in competing mills in England. We have fully double the capital invested of a competing mill on the same class of goods in England. Our capital (\$1,050,000) should earn 6 per cent, or \$63,000. A similar English mill (\$500,000) at 6 per cent equals \$30,000; difference, \$33,000.

Depreciation on machinery in our plant, \$450,000, at 10 per cent equals \$45,000. English mill of \$225,000 at 10 per cent equals \$22,500; difference, \$22,500. Our buildings, value, \$225,000, at 5 per cent depreciation, \$11,250; English mill, value, \$125,000, at 5 per cent depreciation, equals \$6,250; difference, \$5,000. Total difference against us: Interest on capital, \$33,000; depreciation on machinery, \$22,500; depreciation on building, \$5,000; total, \$60,500. All of the above differences have to be made up outside of supplies, which cost us more in the same proportion, and wages, which average double.

If duty is reduced one-third we would have to reduce cost of production 25 per cent, estimating ad valorem 50 per cent at present to be reduced one-third.

During 1893 we increased our capacity.

Wholesale price of our goods in 1892 was \$1.60 per yard; worsted yarn, \$1.02 per pound. Present wholesale price, \$1.24 per yard, and worsted yarn, 77½ cents per pound. Present low price is owing mostly to the low price of wool.

There has been a great increase in both domestic and foreign competition.

We desire a specific duty, as it is more easy to enforce and results in less undervaluation.

We are at present producing as many goods as in 1892, but the last six months of 1893 we produced only half what we did for the same time in 1892, owing to depression in business and tariff agitation.

Wages have been reduced on an average of 10 per cent in our mills.

We give the average cost of living, weekly, for 3 skilled workmen:

Rent.....	\$2. 00
Coal.....	. 75
Produce.....	6. 50
Clothing.....	2. 75
Amusements.....	. 25
Total.....	12. 25

We have no difficulty in construing the rates under the tariff act of 1890 on our class of goods.

Price of living has not changed within four years to speak of. Flour is lower and ready-made clothing can be bought cheaper than four years ago.

In our opinion, the silver question brought on the panic, but that is a thing of the past. Now the uncertainty of the tariff question is preventing business from resuming.

Our remedy to correct the present depression in business is to let the tariff alone.

Wool is our raw material.

Our goods are necessities.

We pay 6 per cent interest on loans.

Immigration has had no effect on our business.

Of skilled labor we employ 40 per cent.

Reduction of duty on goods must be met proportionately on all costs of manufacturing where it can be done; in some cases this can not be done.

We employ 160 men, 200 women, 280 children; \$10 to \$12 per week for ordinary skilled labor. They work sixty hours per week.

Foreign competition is so close on our class of goods that few American mills have attempted to compete for the trade.

None of our product is exported.

Cost of manufacture has not changed to any extent since 1883, except a few economies manufacturers have learned since 1883, but the importers have become more expert at the art of undervaluations during this period.

The price of goods has decreased since 1890.

We consume tallow oil to amount of \$6,000; wool, 2,000,000 pounds, \$375,000; \$110,000 worth of supplies, all of domestic manufacture.

We pay duty on wool of 11 cents per pound.

With free wool there should be a specific duty equal to 50 per cent ad valorem duty; a lower duty than this would close half of the woolen mills of the country within one year.

We do not desire any changes in the present law relating to woolen goods.

No. 5878.

Reply of Lymanville Company, of Lymanville, R. I., manufacturers of worsted suitings and yarns.

[Established in 1883. Capital invested, \$800,000.]

Our yearly value of production of worsted yarns and goods for men's wear has been as follows:

1884.....	\$103,000	1889.....	\$743,000
1885.....	226,000	1890.....	752,000
1886.....	388,000	1891.....	824,000
1887.....	568,000	1892.....	1,088,000
1888.....	641,000	1893.....	216,000

We have always run full time up to 1893, when our customers stopped buying in anticipation of tariff changes, and therefore we have been stopped over three months in all.

The present rate of duty is not any too high (to cover higher cost of plant, difference between 6 and 3 per cent interest, and double or treble the cost of labor).

Whatever the reduction of duty, whether it is one-third or one-half, it will have to come out of capital and labor, in equal shares, but greater portion out of labor.

The price of our goods was, in 1884, \$2.25; 1890, \$2; 1892, \$1.90; now, \$1.50.

Both foreign and domestic competition has increased in the last four years.

We desire a specific duty; it is the best, surest, and easiest to collect. Germany, France, and Russia have it.

We are not producing any goods now, as our customers have stopped buying and are waiting for tariff changes.

The tendency of wages has been very much downward during the last twelve months.

It is hard to give the cost of living of different families.

There is no difficulty in understanding present custom law and we only hope it will be continued.

Cost of living has somewhat decreased during past four years as everything is cheaper.

The cause of the depression in trade is the tariff legislation. Stop that and you will have prosperous times all over the country.

We do not use any raw material, unless you call wool such.

The goods we make are a necessity.

The average rate of interest is 6 per cent on loans.

Immigration always increases demand for goods and everything else. Seven-eighths of our help is classed as skilled labor.

We can meet a reduction in duty only by reducing wages.

We employ from 450 to 500 people. We pay skilled men \$2.50 to \$3, and the ordinary from \$1 to \$1.50 per day.

Our working hours are sixty per week.

Imported goods come in competition to the value of from \$40,000,000 to \$60,000,000 a year with ours, even under the present law.

We do not export any goods, as there is no market to send them to.

The cost of manufacture is about the same; if anything, there is a slight decrease since 1883.

There has been a large decrease in the value of wool; say about 25 per cent. There has been very little decrease in labor.

The price of our goods has decreased from \$2 in 1890 to \$1.50 in the present time.

We use directly about 2,000,000 pounds of wool, 8,000 tons of coal, dye stuffs, and various food products, to support 1,500 people in the village.

We pay a specific duty on dye stuffs; we use domestic wool.

If wool were free we would need a duty, if specific, of 50 cents per pound for cloth, and 30 cents per pound for yarn; or compound, 30 cents per pound and 30 per cent ad valorem on goods, 20 cents per pound and 20 per cent ad valorem on yarns, to meet the higher cost in our plants, higher rate of interest, and higher rate of wages, as compared with those of Europe.

Wholesale prices for our goods have decreased from \$1.90 in 1892 to \$1.50 at present.

The present law if allowed to remain will show its effect, and we are sure it will prove all that is wanted. It is the best America ever had.

No. 5879.

Reply of Harris Woolen Company, of Woonsocket, R. I., manufacturers of cassimeres, suitings, fine worsteds, etc.

[Established in 1831. Capital invested, \$800,000.]

The production for the past several years amounts to \$1,250,000 per annum.

Since August, 1893, we have run only one-half the machinery for four days per week, on account of the agitation of the tariff, there being but little demand for goods.

To place domestic productions on an equal footing with foreign products, the rate should be 50 per cent specific duty, on account of enhanced cost of plant and labor.

The reduced rates of duty will necessitate a reduction in the cost of production not less than 20 per cent.

The estimate of our wholesale price of goods for 1884 to 1890, \$2.50; 1892, \$2.25.

There has been an increase in both foreign and domestic competition during the past four years.

We prefer specific duty always, as fraud can not be prevented on ad valorem duties.

We are not producing as many goods as we did in 1892, because the demand has fallen off.

The tendency has been toward lower wages.

We have paid but little attention to the laws of importation.

The cost of living is less for the past four years, but not to any great extent.

Depression in business is caused by the agitation of the tariff. Let the present tariff remain and business will start up at once, and business will be better than ever.

Wool is our raw material.

Our goods are necessities.

We pay the rate of 6 per cent generally on loans.

Immigration has not affected our business; wages have been as high or higher until the past year.

About one-third of our labor is skilled.

If the rates of duty be reduced one-third we would have to reduce wages until we could compete with Europe.

We employ 650 people in all when running full time. Wages paid for ordinary labor, \$1 a day; skilled, \$2.

We work forty hours per week, running one-third of our machinery. Foreign articles compete with us to a considerable extent.

We do not export.

The cost of manufacturing has perhaps slightly increased since 1883, in labor mostly.

Our selling prices have decreased since 1890.

Most of our wool is produced in our country, say, 1,500,000 pounds, which we consume in our manufacture.

We pay a duty on wool and dyes.

There should be a duty on manufactured products sufficient to cover the cost of labor and extra cost of plant.

We estimate the prices of goods for 1884 to 1890 at \$2.50 per yard, and for 1892 at \$2.25 per yard.

We do not recommend any change of the present tariff, but if wool were free should say we should require 50 per cent specific duties to equalize labor and extra cost of plant.

No. 5880.

Reply of the New England Company, of Rockville, Conn., manufacturers of woollens.

[Established in 1837. Capital invested, \$662,000.]

We have run on short time more or less since July last, because of tariff agitation.

The present rates of duty are necessary for successful competition.

In 1884 domestic wholesale price was \$2.89; in 1890, \$2.67; in 1892, \$2.63; now, \$2.56.

There has been an increase in both domestic and foreign competition. We prefer compound duties. It is difficult to prevent fraud with ad valorem duty.

We are not producing as many goods now as in 1892. Cause: Tariff agitation stops business.

Wages had an upward tendency for the past six years till July last; since then downward.

Leave the existing law as it is now.

Price of living has decreased slightly during the past four years.

Present depression is due to the tariff agitation. Remedy: Leave the present tariff as it is.

All materials we use are to us raw materials, but the finished product of others.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Increase of population increases consumption.

Eighty-five per cent of our labor is skilled.

Reduction of duty on goods must be met by reduction in wages.

We have 350 employes; pay unskilled labor \$1.25 per day; skilled, \$1.50 to \$4.00 per day.

Our hours of labor are, in regular time, sixty per week. We are now running one-fourth machinery forty per week.

Foreign articles enter into competition to a very serious extent.

We don't export.

Materials have decreased somewhat and labor has increased since 1883.

Selling prices have decreased since 1890.

We consume in our manufacture all agricultural products, except Australian wool and some dyes and chemicals.

We pay a duty on foreign wool and yarns, some dyestuffs and chemicals.

We recommend no change in the existing rates of duty.

No. 5881.

Reply of Weybossett Mills, of Providence, R. I., manufacturers of cassimeres, worsteds, etc,

[Established in 1864. Capital invested, \$650,000.]

Our production has been as follows:

Years.	$\frac{6}{4}$ yards.	Value.	Years.	$\frac{6}{4}$ yards.	Value.
1867.....	213, 000	\$573, 613	1881.....	726, 000	\$1, 501, 473
1868.....	225, 000	571, 878	1882.....	661, 000	1, 149, 422
1869.....	223, 000	596, 095	1883.....	450, 000	802, 117
1870.....	240, 000	591, 430	1884.....	376, 000	761, 761
1871.....	297, 000	695, 216	1885.....	388, 000	704, 437
1872.....	290, 000	760, 398	1886.....	534, 000	937, 687
1873.....	322, 000	705, 215	1887.....	677, 000	1, 180, 102
1874.....	451, 000	1, 164, 563	1888.....	744, 000	1, 335, 446
1875.....	482, 000	1, 065, 352	1889.....	767, 000	1, 327, 630
1876.....	572, 000	1, 254, 706	1890.....	808, 000	1, 254, 070
1877.....	649, 000	1, 274, 794	1891.....	786, 000	1, 387, 541
1878.....	606, 000	1, 018, 314	1892.....	727, 000	1, 258, 173
1879.....	516, 000	864, 516	1893.....	535, 000	760, 852
1880.....	636, 000	1, 073, 442			

In May and June, 1892, owing to lack of trade, we ran half time for six weeks. In May and July, 1893, for the same reason we ran half time for seven weeks. In October, November, December, 1893, we stopped ten and a half weeks by general strike against reduction of wages.

With free raw materials it would be necessary to protect our products to the extent of 40 to 50 per cent on fabrics and 60 per cent on clothing. We can not say what reduction in cost of production would be necessary if the rate of duty upon all classes of manufacture were reduced one-third. The prices of our goods in 1884 were: Cassimeres, \$2.25; worsted, \$3. In 1890, cassimeres, \$2.25; worsted, \$3. In 1892, cassimeres, \$2.25; worsted, \$3. At the present time, cassimeres, \$1.90; worsted, \$2.25. During the past four years both domestic and foreign competition has increased in our line of manufactures.

We are not manufacturing as many goods now as in 1892, because the demand is less.

We reduced wages in October and December, 1893, 16 per cent on weaving and 10 per cent on other labor.

The average living expenses from two families, consisting of two

persons and two children, for one year is: Rent, \$144; fuel, \$30; food, \$300; clothing, \$130; books and amusements, \$25; total, \$629.

We do not come in immediate contact with the existing law in regard to importations of the class of articles we produce, and hence have no suggestions to make.

The price of living in our locality has decreased during the past four years.

The breakdown in our financial system was caused by converting a light-weight silver coin, a token, into a dollar redeemable in gold. We believe this is the cause of the present depression in trade. We had all the cost of a monometallic currency without its benefit. This financial panic, extending into industrial production and exchange, was aggravated by the agitation for changes in the tariff. A sure remedy would be found if legislation be considered and adjusted for the benefit of the whole country and not for particular districts.

The raw materials which constitute the chief components of our manufacture are wool, silk, coal, oils, tallow, and dyestuff.

The goods we manufacture are necessities.

We are compelled to pay from 4 to 6½ per cent on loans.

Immigration has only an indirect effect on our manufacture. We occasionally engage a direct immigrant.

Forty-four per cent of our labor is skilled by right of wages, but seven-eighths of the labor is trained.

If there is a reduction of duty on the goods we manufacture we expect to "root hog, or die."

We employ in our business 452 men, 236 women, and 40 children, and pay our skilled labor \$1.75 per day; ordinary labor, \$1 per day. Our labor is employed sixty hours per week.

Our fabrics and fancy designs are only indirectly affected by the foreign prices, as ours are generally closely adapted to the American taste. We are more affected by special importations, which sometimes break the course of fashion and cut off our demand.

We export none of our manufactures.

The cost of our raw materials has decreased generally since 1883, but labor has increased almost constantly to October, 1893. Skilled labor was in great demand and exacting gradual changes. It increased the cost.

Our selling prices have decreased since 1890. Our dyestuffs are chiefly foreign. Other materials are chiefly domestic, except a portion of the wool. One-half of our wool comes from Australia. If our raw material were free there would be an absolute necessity for a customs duty on the manufactured products.

Our wholesale prices have decreased since 1892.

No. 5882.

Reply of the Burlington Woolen Company, of Winooski, Vt., manufacturers of woolen goods.

[Established in 1836. Capital invested, \$600,000.]

Our annual production when our mills are running full is \$650,000. These mills have been running full since 1858 until July, 1893, when they stopped for a time. Since then they have run only twelve-twenty-fifths of the machinery eight hours per day.

I can not give you the rate of ad valorem or specific duties necessary to place domestic products on an equal footing with foreign products of the same kind. This we intend to figure up when the present administration disposes of the present bill before Congress; my judgment is somewhere between 45 and 60 per cent.

Competition in our line of goods with both foreign and domestic manufacturers has been the most intense in my experience of thirty-nine years during the past four years.

I desire an ad valorem duty if it can be honestly administered.

We are producing at present one-third of the goods produced in 1892, and the reason we are not producing any more is because we can not sell them without a great sacrifice of capital. Goods will not bring what they cost on account of the fear from the effects of the revision of the tariff.

We have no difficulty in construing the existing law in regard to the articles we manufacture for import.

The cost of living of a specified class of skilled operatives has not materially increased within the last ten years.

The cause of the present depression is the stoppage of consumption of goods by the people who are thrown out of employment entirely or curtailing their income.

The materials used in our manufactory are wool and dyestuffs.

The products of our manufactory are necessities.

The rate of interest varies from $4\frac{1}{2}$ to $6\frac{1}{2}$ per cent on loans.

Immigration has helped our business by increasing the consumptive demands. Most all of the grades of our help have increased and the consumption of the laboring people and people generally from an increased income.

Nine-tenths of all our laborers are skilled to a degree more or less.

We propose to meet any reduction of duties on the goods we manufacture by greater effort, more rigid economy, and by compelling closer application from operatives and reduction of labor. The greatest will be the latter.

The number of operatives employed in these mills when running full is about 600. We pay common laborers inside the mills \$1 per day and common laborers outside the mills \$1.25. We pay skilled labor all the way from \$1.50 to \$5 per day.

All of our products are in close competition with foreign goods.

We do not export any of our manufactures.

The cost of manufacturing is somewhat increased since 1883, particularly in the cost of the highest class of skilled labor.

There has been a decrease in the cost of raw material in the last four years but fluctuates according to the supply and demand.

Our selling prices have decreased materially since 1886, competition having compelled it.

We consume almost entirely agricultural products of this country and very little imported wool, aniline, alizarine, and indigo and logwood dyes.

On foreign wools we pay the regular duty of 10 to 11 cents per pound.

If all the materials we use were free of duty we should either have to reduce the wages of labor, the use of money in interest, the salaries of skilled labor and accountants, or else have an import duty sufficient to cover what reduction would be necessary in order to meet foreign prices.

Our prices have decreased in the last six years.

I believe that only slight changes ought to have been made in our custom duties at this time, such as correction of errors and changes that bore unjustly upon many of our people. I am confident that the time will come within the lives of those now living when it will be impossible for this country to maintain the state of prosperity to all its people as much above the averaged European civilized nation as it is to-day, and that until the necessity for adopting methods similar to those adopted in Europe exists, by doing so at this time, it is against our interest. It is against the interest of civilization and development of this country in every particular to do it now. It is forcing upon our people hardships and methods that ought to be postponed to the remotest possible period. I firmly believe that a disinterested canvass of this matter would be decided as I have indicated if every political interest and local interest and prejudice was eliminated from the problem.

No. 5883.

Reply of Worumbo Manufacturing Company, of Lisbon Falls, Me., manufacturers of woolens.

[Established in 1864. Capital invested \$500,000.]

Amount of product last year was \$900,000. When first built our product was about \$300,000 and it has been gradually increasing since.

We have run full time for many years until last fall.

Ad valorem duties on woolen goods are exceptionally objectionable, while not on general principles. Reason: The major part of the kinds of goods imported are not known to the European markets, can not be bought there of an establishment at a price named on that side of the water, consequently there is no known market value to which the consul can certify. As a result, invoices are made much below any proper value and the rate of duty is not honestly collected on the market value and can not be in practice. But for this difficulty I believe the duty in the Wilson bill to be sufficient on a large class of goods manufactured, but insufficient on woolen, and cotton goods as well, in which the labor element is the larger portion of cost of goods. The difficulty, and that which has frightened and disturbed the whole woolen manufacturing interest, is in the difficulty of adjustment to different qualities and weights of goods. If the duty has been diminished on specific and ad valorem proportionately to such amount as would give substantially nearly the same results, it would satisfy many very much better. The problem is a difficult one. Another trouble is the abruptness of a change which encourages foreign manufacturers to believe that they can displace our goods, and taking the raw materials at the price reduced all over the world by the unsatisfactory condition of business, they will at the outset offer goods much below rates which would be offered when matters get adjusted to their true levels. Importers have already offered goods similar to our manufacture, conditioned on the Wilson bill passing, at rates which I know are below legitimate prices with 40 per cent duty. The important point for manufacturing interests is permanency. If something could be done to make the change more gradual and somewhat better adjusted to the necessities of the case, I could see greater hopes for permanency in the results, which would be

a general benefit to both the party and the nation, which I regard to be synonymous.

From 1884 to 1892 our domestic wholesale prices was diminished 5 per cent; 1893 the same; present price 10 and 5 per cent below that, or in other words, goods which were sold last year at \$2.50 are now selling at \$2.25, less 5 per cent.

There has been an increased competition in woolen goods during the past years; but during four years there has been no room for reduction, and competition has taken the course of requiring us to sell goods on ten months' time, with discount of 7 per cent for cash, calling the ten months cash, whereas ten or fifteen years ago 6 per cent used to be the cash discount and the time sixty days. I believe the high tariff has overstimulated the business.

I desire a combination duty, specific and ad valorem, for reasons stated above.

We are producing two-thirds as many goods as in 1892, because, practically, we are not selling any, and can not continue to produce much longer at all, if Congress keeps business in suspense.

Until the panic, we had not changed wages in our mill for some years and have since reduced but 10 per cent. Except for the fact that all the help are only getting two-thirds time, we should reduce still further.

We have no difficulty in construing the existing law in regard to importations.

There has been no change in price of living which is not general all over the country.

The first cause of depression was the silver panic; second cause, an impending change in the industrial conditions of a country, coming upon the condition of things made already exceedingly bad by the silver difficulty, and being aggravated every day by delay.

Our raw materials are raw wool and chemicals, such as indigo, soda-ash, dyestuffs, etc.

Our goods are practically necessities.

We pay the rate of from $3\frac{1}{2}$ to 6 per cent on loans.

Immigration has had no noticeable effect on our business.

Should consider three-fourths of our labor skilled.

We employ about 500 hands, and the earnings for ordinary male labor, before the recent cut down of 10 per cent, were \$1.12 $\frac{1}{2}$ to \$1.25, and for skilled labor about \$1.50 to \$1.60, except overseers and foremen of different kinds.

Our hours of labor are sixty per week.

The foreign goods do not enter into competition to any great extent under previous tariff with the special goods which we have made.

We don't export.

The cost of manufacture has decreased since 1883 almost entirely in materials, but to a less extent than prices have decreased.

Selling prices have decreased since 1890.

With free raw material there would be a necessity for customs duty on the manufactured product, or we could not make the goods. Labor in our goods does not produce any more manufactured goods than labor abroad on the same goods, and cost of labor is increased in direct proportion to rate of wages.

I recommend some adjustment which will hit finer goods and lighter-weight goods more than the present method in which the Wilson bill fixes the tariff. As to administrative laws, some provision is needed by which goods of special manufacture, which covers almost everything in woolen, and which have no established market value abroad,

shall have their value determined in some different method from the present, either based on domestic values or appraisal independent of invoice, or some other method which I am not wise enough to suggest. As a matter of fact, an honest tariff is not collected on woolen goods.

No. 5884.

Reply of James Roy & Co., of Schenectady, N. Y., and West Troy, N. Y., manufacturers of shawls and woolens.

[Established in 1843. Capital invested, \$500,000.]

The value of our production has been as follows:

1877.....	\$625,000	1886.....	\$640,000
1878.....	655,000	1887.....	624,000
1879.....	625,000	1888.....	494,000
1880.....	891,000	1889.....	622,000
1881.....	858,000	1890.....	711,000
1882.....	845,000	1891.....	562,000
1883.....	835,000	1892.....	470,000
1884.....	824,000	1893.....	358,000
1885.....	593,000		

In 1892 we did not run full time, and since August, 1893, one mill has been closed entirely; the two other mills on three-quarter time. Attributable to political and tariff disturbances.

The duty as provided in the tariff act of 1890, proven by experience, is necessary to place domestic products on an equal footing with foreign productions.

A reduction of one-third present rate of duty would be much less than proposed by the Wilson bill.

Our domestic wholesale prices were as follows:

1877.....	4.61	1886.....	4.55
1878.....	4.51	1887.....	4.55
1879.....	4.82	1888.....	4.55
1880.....	5.05	1889.....	4.55
1881.....	4.93	1890.....	4.46
1882.....	4.93	1891.....	4.41
1883.....	4.80	1892.....	4.41
1884.....	4.55	1893.....	4.41
1885.....	4.55	1894.....	3.93

There has been an increase in domestic competition during the past four years.

We desire a specific duty to guard against undervaluation and importation of "rubbish," and ad valorem to cover variation in quality and amount of labor necessary on higher-cost goods.

There has been a continual decrease in our production in 1892-'93-'94, owing to causes named.

Wages have been tending downward. During the past twelve months we have made a reduction of 10 per cent.

We have no difficulty in construing the existing law in regard to importations.

There has been no material change in price of living during the past four years; some articles are lower, others higher.

Tariff agitation is the cause of the present depression in trade. Perpetuate the tariff act of 1890.

Wool is our raw material.

Our goods are necessities.

We are not borrowers; we pay and charge 6 per cent on open accounts. Immigration has no effect on our business.

One-half of our force is skilled labor.

Any reduction of duty on goods we manufacture must be met, excepting the difference in cost of wool, by reducing wages.

We employ ordinarily 500 people; now 320. Skilled labor, \$1.50 to \$5 per day; ordinary \$1.25. Reduced 10 per cent January 1, 1894.

They work sixty hours per week, regular time; now three-fourths time, forty-five hours.

We have foreign competition to a limited extent.

None of our goods are exported.

The cost of manufacture has increased since 1883. Wool has fluctuated; wages advanced.

We have maintained prices on standard shawls better than on anything else; cloths are off 30 per cent.

The duty on wool, first class, is 11 cents; second class, 12 cents.

A customs duty on manufactures would be necessary with free raw material, unless wages were reduced 50 per cent.

We quote from a letter to Hon. Charles Tracy, M. C., December 22, 1893:

Our standard shawl, 72 by 144, weighing 40 ounces, would cost in England, say \$2.40. Under present tariff, duty 44 cents per pound, \$1.10; 50 per cent ad valorem, \$1.20; total, \$2.30. Under Wilson bill, 40 per cent, 96 cents; decrease, \$1.34. It would take 6 pounds Australian wool to make it, present duty at 11 cents, 66 cents. Difference in favor of English manufacturer, 68 cents, which the Wilson bill would cause.

We have also sent to Mr. Tracy a remonstrance against the Wilson bill signed by our employes at their own request.

No. 5885.

Reply of ———, of Massachusetts, manufacturers of woollens.

[Established 1865. Capital invested, \$450,000.]

[Name and location withheld by request.]

Our products have been as follows:

Year.	Dress goods.	Cloakings.	Flannels.	Totals.
1865.....	\$96,000	\$47,000	\$190,000	\$333,000
1870.....	180,000	61,000	97,600	338,600
1875.....	193,400	72,800	79,200	345,400
1880.....	194,200	107,000	51,000	352,200
1885.....	141,000	198,000	14,000	353,000
1886.....	225,000	400,000	20,000	645,000
1887.....	240,000	410,300	21,000	671,300
1888.....	241,000	416,000	22,100	679,100
1889.....	243,500	417,600	22,700	683,800
1890.....	246,000	419,000	23,400	688,400
1891.....	256,500	460,000	27,000	743,500
1892.....	300,000	560,200	31,000	891,200
1893.....	185,000	230,000	14,300	397,300

The size of the plant was increased in 1885. Each year ends on December 31. We ran full time up to June 1, 1893, and since that time we have done very little business. Our books show that we ran only 45 per cent of the regular working time during the year 1893.

To place domestic products on an equal footing with foreign productions; with the present wages and free wool, providing the duty was honestly collected, we think that 25 per cent ad valorem and 25 cents per pound would be sufficient protection; but we have seen so much cheating by undervaluations we feel no confidence that we should be properly protected without a liberal specific duty.

As to the reduction of duty one-third on class of goods we manufacture, it makes a great difference to us whether it is the specific or the ad valorem duty that is reduced, and unless we have a fair pound duty we must reduce wages to meet the reduction in cost of production.

Our wholesale prices were as follows:

Year.	Dress goods.	Cloakings.	Flannels.
1884	\$0.57½	\$1.60	\$0.26
1890 .....	.55	1.55	.24½
1892 .....	.55	1.50	.23
1894 .....	.42½	1.15	.20

We have noticed a decided increase in the competition on our goods during the past four years, but notwithstanding this competition the year ending June 30, 1893, was a very successful year.

We would like a pound duty large enough to prevent undervaluations, and we believe that less than 25 cents per pound in addition to the ad valorem duty would seriously injure our business.

We are not manufacturing as many goods as in 1892. Our customers commenced on June 1 to cancel their orders, and since that time we have had nothing but trouble. Our customers claim that they are going to get their goods for one-half or two-thirds what they formerly paid for them, and our mill is closed at the present time because we dare not pile up goods when everything is demoralized.

With us during the year 1893 wages were good and the help satisfied; but should the Wilson tariff bill become a law we can not see how we could operate our mill without a reduction of 40 per cent in wages.

Cost of living.

	Wages \$1.50 per day, 6 in family.	Wages \$2 per day, 9 in family.	Wages \$4 per day, 9 in family.
Rent	\$120.00	\$60.00	\$180.00
Meat and vegetables	100.00	150.00	250.00
Breadstuffs	50.00	50.00	150.00
Sugar	10.00	25.00	50.00
Milk	20.00	40.00	40.00
Tea and coffee	8.00	10.00	24.00
Butter	12.50	25.00	25.00
Fish	12.50	12.50	12.50
Eggs	10.00	20.00	20.00
Clothing	75.00	150.00	250.00
Coal and wood	30.00	44.00	80.00
Balance	2.00	13.50	118.50
Total income	450.00	600.00	1,200.00

The way we got the above figures was to take three men who had worked for us for several years (men that we had confidence in) and, after questioning them carefully, report the figures that they gave us.

We have never had any trouble in construing the tariff act of 1890,

and there is no doubt in our minds that the Wilson tariff (should it become a law) would be disastrous to us.

The price of living has not changed in our locality during the last four years.

We believe that the entire cause of the present depression in our business is owing to the unbusiness-like methods that Congress has adopted in the readjustment of the tariff laws.

Wool, cotton, camel's hair, oil, soap, dyestuffs, and coal are our raw materials.

Our goods are necessities.

When Congress persists in talking about nothing but silver we have to pay as high as 7 and 8 per cent on loans, but at the present time we can hire all we want at 4 per cent.

Aside from anarchists and paupers we believe that immigration helps us.

Two-thirds of our help are skilled laborers.

Any reduction of the duty on the goods that we manufacture will be met by a proportionate reduction of wages.

The average number of males and females that we employ is as follows: 278 males and 222 females. We employ no help under 14 years of age. Skilled laborers average \$1.50 per day; ordinary laborers average \$1 per day.

The regular running time of our mills is fifty-eight hours per week.

We have felt the foreign competition very decidedly on our fancy dress goods, as the scale of prices given above will show. We have not been seriously troubled by it on cloakings or flannels, as the pound duty prevents foreign competition on these grades.

None of our manufactured goods have been exported to our knowledge.

The cost of manufacturing in our establishment has increased about 10 per cent since 1883.

The increase has all been on labor.

The selling prices have decreased since 1890.

We use nothing but wool and cotton in our manufactures.

Camel's hair and dyestuffs are the only two imported products that we use; all our other materials are domestic productions. The duty on camels' hair is 11 cents per pound; on dyestuffs it is 35 per cent ad valorem.

If we were to cut labor down to the European prices we could undoubtedly compete with the foreigners; but we have always had the best success with well-paid labor, and we would not recommend such an experiment as this question suggests.

We did not use camels' hair in 1884, but the prices in 1890 and 1892 were 21 cents per pound. We have changed the kinds and brands of dyestuffs since 1884, so that it is impossible for us to give a comparison; but the cost of dyestuffs used in dyeing our products averages (some 5 and some 10 per cent) about $7\frac{1}{2}$ per cent less than in 1892.

We recommend the duties to be one-half ad valorem and one half specific.

No. 5886.

*Reply of Hockanum Company, of Rockville, Conn., manufacturers of
woolens and worsteds.*

[Established in 1836. Capital invested, \$425,000.]

The amount of our production in 1875 was \$425,000; in 1880, \$690,000; in 1885, \$1,100,000; in 1890, \$1,250,000.

We have run full time for the last fifteen or twenty years until the last six months. At present we are running two-thirds time. This we attribute to the tariff agitation.

We think the present rate of duty is necessary to place the domestic products on an equal footing with foreign producers, on account of the difference in the cost of labor, plant, interest, etc.

Our domestic wholesale price is from \$2 to \$4 per yard, according to quality, and whether heavy or light weight.

There has been both foreign and domestic competition in the past four years.

We prefer specific duty to ad valorem, on account of the difficulty in preventing fraud in the latter.

We are not producing as many goods as we were in 1892. Our customers are not giving orders, because they expect to buy foreign goods cheaper if the tariff is changed.

Wages have gradually increased up to the last six months. Since then there has been a decline in many places.

We have no difficulty in construing the existing law in regard to importations, and suggest that it remain as it is.

The price of living has decreased in past four years.

The cause of the present depression in trade is the free-trade agitation. Our remedy is, leave the law as it is.

All materials we use are raw to us, except some of the finished products of others.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Immigration increases population and consumption.

Three-fourths of our labor is skilled.

Should the duty be taken off of wool, we would meet a part of it and the balance would come out of labor.

When running full we employ 29 men, 90 women, and 50 children. Wages are from \$1.25 to \$5 per day. Sixty hours constitute a week's work. Now they work forty hours.

Foreign articles of like kind enter largely into competition.

We do no exporting. Cost of manufacture has decreased in the past four years, in materials.

Our selling prices have decreased since 1890.

We consume all domestic products in our manufacture except Australian wool, dyes, and chemicals, which are dutiable. The duty on grease wool is 11 cents per pound.

There would be a necessity for a customs duty on manufactures with free raw materials, as wages and everything used here are higher than in other countries.

The existing rates of duty are satisfactory to us, and we have no changes to recommend.

No. 5887.

Reply of Lippitt Woolen Company, of Woonsocket, R. I., manufacturers of woollens and worsteds.

[Established in 1865. Capital invested, \$400,000.]

Our annual production averages about \$700,000 in woolen and worsted goods for men's wear.

We ran full, and at times had more orders than we could fill for three years ending December 31, 1892. From January 1, 1893 to July 1, 1893, we had only fair orders; July to December 31, 1893, our output was one-third usual amount of production, and at the present writing the mill is shut down entirely.

We believe that the duties imposed by the tariff act of 1890 are as satisfactory to all woolen manufacturers as they are to us.

The wholesale prices of our goods in 1884 were much higher than at present, but we do not recollect the prices. In the fall of 1890 they ran from \$2 to \$3.50 per yard, and in the spring of the same year \$1.50 to \$2.50 per yard; in the fall of 1892, \$1.75 to \$3, and spring of 1892 \$1.75 to \$2.37½. Our present prices for 1894, are from \$1.45 to \$2.50.

Domestic competition has been on the increase all the time.

We like specific duty the best as there is less chance for fraud.

In 1892 we were running our mill full, but now have been obliged to close our mills for lack of orders, owing to the anticipated changes in the tariff.

We have been obliged to reduce our wages within the past twelve months.

We had no difficulty in construing the tariff act of 1890, and it was satisfactory to us.

The price of living in our locality during the past four years has decreased.

The cause of the present depression, in our opinion, is due to the anticipated changes. The remedy to correct it would be to leave the present duties alone.

Wool is our raw material; goods we manufacture are necessities.

We pay 5 per cent for loans.

Immigration has practically had no effect upon our business.

About 75 per cent of our labor is skilled.

To meet the reduction in duties we will have to reduce wages if necessary.

We employ about 350 hands in all, and work sixty hours per week.

Foreign goods enter into competition with us to a great extent.

We do not export our goods, though the clothiers and jobbers may to a slight extent.

Labor has been slightly higher since 1883, but has now fallen.

Our prices for goods have decreased since 1890.

Almost all our raw material is from the United States.

If wool and yarns could be imported cheaper than we could buy them here we could use them. If raw material were free, and no duty on manufactured cloth, we would be ruined.

No. 5888.

Reply of William Tinkham & Co., of Burrillville, R. I., manufacturers of worsted suitings.

[Established in 1857. Capital invested, \$400,000.]

We manufactured from 1857 to 1860 \$200,000 per year; 1860 to 1870, \$500,000 per year; 1870 to 1882, \$600,000 per year; 1882 to 1892, \$800,000 per year; 1893, \$525,000. Woolen goods made from 1857 to 1882; from 1882 to 1893, worsted suitings.

We have run full time until July 10, 1893, always; after that until January 14, run two-thirds of machinery three-fourths time; on account of tariff agitation could not sell the goods.

To place domestic products on an equal footing with foreign productions, as the tariff now is, the present duties are correct; if the tariff on wool is taken off, a duty of 25 cents per pound, specific, and 30 per cent ad valorem would be necessary to maintain present labor prices.

If the rate of duty on our class of manufacture were reduced one-third, 25 per cent reduction in cost of production would be necessary.

Our wholesale price in 1884 was \$2.75 per yard; 1890, \$2.50 per yard; at present, \$1.90.

There has been an increase in competition, both foreign and domestic, during past four years.

We think both kinds of duty, specific and ad valorem, are necessary, as they cover all kinds of goods better. The specific duty will prevent undervaluation much better than the ad-valorem duty, but both together give the manufacturer here more protection than either alone.

We produced about one-third as many goods from July 10 to January 14, 1893, as in 1892. At present we are stopped. We are unable to sell our goods, as our customers tell us to wait and see how low the goods will be if the tariff bill goes into effect.

There has been a reduction of 10 per cent in wages during past twelve months.

We have 1 man, a skilled workman, who has 6 in family, and he received \$2.25 per day; said he could just keep even. He is a sober man; does not drink. This sum paid house rent, fed the family, and clothed them. They live very plainly. At present he receives \$2.00 per day, and says he will have to live on this sum now by buying less clothes.

The present law suits us. We have no fault to find with it as our business was good until the present tariff question came up.

We think the price of living now cheaper than four years ago, possibly 10 per cent.

The tariff agitation is the cause of the present depression in trade. Stop the tariff question where it is and business will come back immediately.

About 33 per cent of our materials are raw.

Our goods are necessities.

We pay the average rate of 6 per cent on loans.

Immigration has a good effect on our business.

Forty per cent of our force is skilled labor.

Any reduction of duty on goods we manufacture must be met by reducing the labor.

We employ 450 hands; 205 females, 245 males; 35 children; wages average \$1.75 per day.

When running full time they work 60 hours per week.

Under present tariff we have very little foreign competition.

None of our goods are exported.

Cost of manufacture has increased up to July, 1893, about 10 per cent. The decrease has been in both labor and material.

Our selling prices have decreased since June, 1893.

None of the agricultural products of the country consumed directly in our manufactures, but indirectly by the consumption of about 1,500 people.

We use no foreign articles or material except a few dyestuffs, on which the duty is very small.

With free raw material a duty on manufactures is necessary to protect the laborer, so that he can live well and consume manufactured goods which keep the mills in operation.

We do not recommend any change; let the present tariff alone.

No. 5889.

Reply of ———, of Connecticut, manufacturers of woolen and worsted suitings, etc.

[Name and location withheld by request.]

[Established in 1848. Capital invested, \$400,000.]

The average production has been about \$500,000 to \$600,000 per annum until the past year or two.

During the past year the mill has not run more than about half its capacity, owing to the depressed state of the business, and has been obliged to make a large part of its product in a lower grade than formerly, on account of the impossibility of getting orders for the better classes at prices that would not make a heavy loss.

To place domestic products on an equal footing with foreign productions there would have to be upon the finer grades of woollens an ad valorem or specific duty equal to about 50 per cent on foreign values, or 33 per cent on duty paid, or home values, would be required to enable us to fully compete with importations, provided wool were free. This duty could no doubt be reduced by one-tenth after eighteen months, and in the same proportion a year or two later without disaster to the industry, and further still after a few years. The reasons are that the industry has been built up under a high tariff that has greatly enhanced the cost of production, the cost of the necessary machinery, and the prices for skilled labor, which in this country is scarce. In Europe such labor is plentiful and cheap. The manufacturers of fine goods there have had free access to the materials of the whole world. Fully nine-tenths of these have been out of the reach of our mills on account of the high duties, and it will take a considerable time for us to learn where to get them, the best kinds to get to produce desired results, and how to work them to the best advantage.

The wool of "class one" that has been imported into this country has cost more than its relative value, on account of the proportion which could afford to pay the high specific duty being so small. This has concentrated American competition upon the light shrinkage parcels,

and consequently these cost higher prices than the average, on the basis of the clean pound. The European manufacturer can take the heavy wools, which are frequently of the very best quality, after being cleaned, at prices which are prohibitory under our tariff. The duty on many desirable wools would be over 100 per cent. He can get his fuel at one-fourth to one-third the cost at our mill, which is high, on account of excessive railroad freights from the mines, which are more than four times the cost of the coal at the mines. Machinery and repairs, the latter a large item, are much cheaper in Europe.

We would have to make a reduction in the cost of production in probably about the same proportion as the reduction on duty on our goods; but this depends very much upon the general state of this branch of trade. There is now a positive loss in making our goods at current prices. It is only a question as to the greater or less loss in running or in closing the mill.

It is difficult to give our wholesale prices, on account of entire change in construction and character of the fabrics made at our mill. Such as were made in 1884 and sold at \$4 per yard would probably have sold at about \$2.50, if wanted, in 1892, and at the present time for not over about \$2. This is in consequence of a change in fashions and the demand upon the great bulk of the trade for low-priced goods, mostly for ready-made clothing.

There has been increased competition, both foreign and domestic.

I desire a specific duty on the ad valorem principle, as it would be fairest and best for producers and consumers. It would have to be based upon the fineness of the thread, or the number of threads to the inch. If an ad valorem tax could be collected upon true values it would be fairest. The present rates are very unfair, being prohibitory on the lower grades and less on the finer qualities than on the yarns from which they are made. For instance, the duty on worsted yarns, valued at more than 40 cents, for the fiscal year ending June 30, 1893, was 105.42 per centum. The duty on cloths which were valued above 40 cents per pound, averaged only 99.50 per cent. On those valued at \$2 the duty was only 72 per cent, and on those valued at \$4 only 61 per cent. These higher values are luxuries, used only by the rich, who will buy them at any cost because they are foreign. In the interest of the revenue they should pay a higher rate than the cheaper fabrics, and still more, they should be taxed higher in the interest of the wool-grower, and to induce the mills of this country to make better quality of fabrics. The existing rates are a premium on the use of shoddy and other cheap substitutes for wool, and have done much to lower the grades of our home products. Many so-called woolen goods do not contain 10 per cent of new wool. Mills that never used anything but new wool, formerly, have been compelled to use cheaper substitutes. This has been an important factor in reducing the prices of wool. The only duty that can benefit the raw wool is that collected on its manufactures, creating a demand.

We are not manufacturing as much as in 1892, because orders can not be obtained at cost price.

The tendency of wages has been decidedly downward during the past twelve months.

The majority of workmen live nearly or quite up to their earnings.

At present the prices for food and rents are lower, also clothing, than they were in 1890.

The present depression has been caused by financial troubles, over production at too high cost, reaction from lavish expenditure, shrinkage

of values of securities, such as railroad and industrial stocks and trusts, and the present uncertainty regarding tariff legislation. The expenditure by people of moderate means at the Chicago Exhibition has undoubtedly had great effect in lessening the consumption of men's wear, woolsens, and carpets, reduced incomes having made it imperative that they should economize.

An early settlement of the tariff question is absolutely necessary in order that the business of the country may be done upon a sound basis. Under the present uncertainty merchants and manufacturers do not dare to make forward contracts, or to go on producing goods which may make them heavy losses.

Our raw materials are wool, coal, dyestuffs, and chemicals. All of these are bought much cheaper by our foreign competitor.

Our goods are both luxuries and necessities. The goods that we are best fitted for making are of the finer class, which in a sense are luxuries. The expense and risk in making is however much greater than for the lower grades, and they need a higher rate of duty upon competing foreign fabrics.

We pay usually 5 to 6 per cent on loans, but during the past season it was higher for a time.

Our employés are mostly more or less skilled. The finer the fabrics the more skill is required to make perfect goods.

The reduction of duty of one-third on our class of goods must be done by reduced cost of materials and labor.

We employ about 350 when in full operation, including women and children. Wages, about \$500 per day for pay roll when the full number are employed.

When we are running on full time sixty hours per week are our hours for labor.

The foreign competing articles enter into competition on all our fine fabrics under the present tariff, and will on all grades with an ad valorem duty only.

Not a dollar's worth of our manufacture can be exported under present duties on raw materials.

The cost in manufacture has only been decreased by cheaper materials since 1883.

The skilled labor was as high or higher than ever until the present depression.

Our selling prices have greatly decreased since 1890.

The duties, for reasons before stated, should be higher on the finer fabrics and on high-cost clothing than on the cheaper grades; the same as under House bill 4864 it is proposed to make them on tops and yarns, in sections 279 and 280, when of higher values. If the duty on worsted and woolen yarns valued at over 40 cents per pound is increased to 35 per cent, the rate on fabrics valued at over 60 cents per pound should be at least 50 per cent, and on clothing valued above \$1 per pound a still higher rate.

The cost of making such fabrics is three or four times as much as the cost of making yarns from the same raw material. The risk to the manufacturer of clothing or the fabrics is more than tenfold, and the expenses for selling very much greater. There is also a prejudice equal to 25 per cent in favor of foreign fabrics on the part of consumers, when the appearance and intrinsic value is exactly the same.

Those who want foreign goods willingly pay an extra price because they are foreign, and in the interest of the revenue the rates on these luxuries should be higher than on the cheaper class. Ten per cent

extra duty on the cloth in a full suit would not increase the cost over \$2, and would be no hardship on either the tailor or the buyer of the suit. In yarns the prejudice of the buyer is in favor of home manufacture, but with an extra duty of 15 to 20 per cent on the cloth, importations of yarns would probably be resumed to some extent, and the cloth be manufactured in this country.

I have noticed with a good deal of interest the various amendments proposed to the new tariff bill now before the Senate, and of course feel greatly disappointed to learn that it is not proposed, as reported by our newspapers, to put woolen goods costing over \$1 per pound at 50 per cent ad valorem. It appears to me that in the interest of the revenue alone the duty ought to be for the present as high as 50 per cent on the more expensive classes of goods, and beg to call your attention to the fact that for the six years previous to the passage of the tariff act of 1890 the importations of woolen cloths averaged only about 9,000,000 pounds. The importations for the fiscal year ending June 30, 1890, when the anticipation of increased duties induced large importations, brought the amount up to 16,847,562 pounds, valued at a little over \$15,000,000, about double the average of the six years previous. It was supposed at this time that there would be a falling off from even the 9,000,000 for subsequent years, but on the contrary the next year was over 12,000,000, the second year nearly 14,000,000, and for the year ending 1893, 18,200,000, which I think is a larger quantity than ever before imported of this class of goods. The average rate of duty on these was nearly, if not fully, 100 per cent. Even if the duty is made as low as 35 or 40 per cent, it is not probable that the importations will average more than for the last year in quantity.

The mills of this country will probably be run on the same basis, whatever the price may be, as a large proportion of the help is better fitted for this than for any anther industry, but of course they can not be run for any length of time at a positive loss, and the prices of materials and labor will have to come down to meet the new conditions, so that it is probable the goods in this country will be so low in price that they can not be imported except at a loss. This will make a serious deficiency in the revenues derived from this source.

I think Mr. Wilson's anticipations that the revenue will be increased by lowering the duty to 35 per cent or even 40 per cent can not be realized, at any rate, not for more than one season.

Most of the goods of this class that have been imported in the last few years would probably come in even if the duty should be 100 per cent instead of 40 per cent.

No. 5890.

Reply of American Mills Company, of Rockville, Conn., manufacturers of woolen and worsted goods.

[Established in 1848. Capital invested, \$350,000.]

The value of our annual production is about \$650,000.

We have never run less than full time until July, 1893, since which time, owing to tariff agitation, we have been unable to market over one-third of our usual production, consequently have been running on short time.

The present rates of duty are necessary for successful competition.

Average wholesale price of our goods for 1884 was \$3.55; for 1890, \$3.28; for 1892, \$3.21.

There has been an increased competition in our line of goods, both foreign and domestic, during the last four years.

We desire both specific and ad valorem duty, as it is difficult to prevent fraud with ad valorem duty.

We are not producing as many goods as we did in 1892; cause, tariff agitation.

Wages have have had an upward tendency for the past six years until last July; since then downward.

We have no difficulty in construing the existing law. Leave it as it is.

The price of living has decreased during the past four years.

The present depression, in my opinion, is due to the tariff agitation that has a tendency to free trade. Remedy: Leave the present tariff as it is.

All the materials we use are raw to us, but the finished product of others.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Immigration has caused an increase of population, which increases consumption.

About 85 per cent of our labor is skilled.

A reduction of duty on goods must be met by a reduction in wages.

We employ 173 men, 42 women, 29 children. Wages paid for skilled labor, \$1.50 to \$4 per day; unskilled, \$1.25 per day.

They work regular time sixty hours per week; now forty hours per week, with not over 30 per cent of our regular help employed.

Foreign articles of like kind enter into competition to a very serious extent.

None of our goods are exported.

Raw material has decreased somewhat and labor has increased since 1883.

Selling prices since 1890 have decreased.

Our consumption is of domestic products, except Australian wools and some dyes and chemicals.

We pay a duty on foreign wool, yarns and some dyes and chemicals.

Yes; with free raw material there would be a necessity for a duty on our manufactured articles.

We recommend no change in the present laws.

No. 5891.

Reply of Thomas Oakes & Co., of Bloomfield, Essex County, N. J., manufacturers of cassimeres.

[Established in 1830. Capital invested, \$350,000.]

There has been a gradual increase in our manufacture from an annual product of about \$20,000 at the time we were first established to \$400,000 at present. The class of goods now being manufactured are indigo blue police and railroad uniform cloths, overcoatings of all kinds, kerseys, and faced cloths generally.

We have not been running under full time for the past two years.

We require 50 per cent duty but prefer compound duties, both *ad valorem* and specific. We need this on account of higher wages paid to labor in this country, higher interest on capital, higher cost of supplies generally. If wool is protected then compensating duties should be added to the above.

But little changes in prices have occurred since 1884 in our production, most of our goods having remained precisely the same. Our prices now are reduced from 10 to 15 per cent.

There has been less foreign competition during past four years. The home competition has been severe, but work in abundance for all during the past four years.

We desire compound duties. Less opportunity for undervaluation is afforded under specific rates. Would recommend specific in all cases where practicable.

We are manufacturing very considerably less than in 1892 as we can not sell our product.

The tendency has been to lower wages, particularly during the past six months.

We are not importers. Have heard of no difficulty in construing existing law in regard to importations.

Cost of living, should say, has slightly decreased in our locality, but there has been no material change.

We think the principal cause of depression in trade is the uncertainty as to the tariff changes that are now being discussed in Congress. Would recommend that Congress pass a resolution by a strong majority not to make any change in the existing tariff.

It is rather indefinite as to what properly comes under the head of raw material. Wool is the most important.

Our goods are necessities.

We pay 5 to 6 per cent on loans.

Immigration increases the market for our goods.

Probably one-half of our labor is skilled.

We shall meet reduction of duty on our goods by reducing wages.

We employ about 200 hands at from \$1.35 to \$3 per day. They are employed fifty-eight hours per week.

There has been very close foreign competition for finer grades.

None of our manufacture is exported.

Cost of manufacture has increased on labor probably 10 per cent since 1883.

There has been a decrease on material and an increase on labor.

There has been no material change in selling prices since 1890.

About 55 per cent of our consumption is agricultural products of America.

We import wool at a duty of 11 cents per pound in grease. Dyestuffs pay different rates.

If raw material were free there would be need of protection on our goods.

There has been no material change in prices until within the past six months.

Our recommendation is to increase the penalties for undervaluation. This is a great cause of uncertainty in woolen business.

No. 5892.

Reply of Talcott Bros., of Talcottville, Conn., manufacturers of cassimeres.

[Established in 1816. Capital invested, \$350,000.]

Amount of production of union cassimeres has been as follows:

	Quantity.	Value.
	<i>Yards.</i>	
1886.....	482,000	\$220,000
1888.....	505,000	230,000
1890.....	600,000	285,000
1892.....	636,000	300,000

We have been running less than full time since September 1, 1893, on account of want of orders.

We had a lower grade of goods in 1884 and realized a higher price than we do now.

Our prices were as follows: 1890, average 48 cents; 1892, average 47½ cents; 1894, 40 cents.

There has been an increase of competition.

We desire a specific duty because there is less chance for fraud; and because it is desirable to keep out the low shoddy goods of foreign make.

We are not manufacturing as many goods as in 1892 on account of demoralized market.

Wages have decreased during the past twelve months.

We have no difficulty in construing the existing law in regard to importations.

Price of living has decreased more than 10 per cent during the past four years.

The present depression is due to the prospective lowering of tariffs. Our remedy would be more consideration for the industries of this country.

Our raw materials are wool, cotton, and seamed cloth.

Our goods are necessities.

Immigration has been a benefit to our business.

Three-fifths of our labor is skilled.

Reduction of duty on goods must be met by a reduction in wages.

We employ 105 workmen, at wages of \$1.15 to \$1.50 for ordinary labor; skilled, \$1.50 to \$3 per day; boys and beginners, 75 cents to \$1.10.

Our hours of labor are, full time, sixty hours per week.

We don't export.

Foreign articles of like kind do not enter into competition with ours.

There has been a decrease in the cost of manufacture of over 12 per cent in materials, and besides we make better goods.

Selling prices have decreased since 1890.

We consume in our manufacture 750,000 pounds wool and wool stock, 50,000 pounds cotton, 90,000 pounds manufactured cotton and wool yarns, 235,000 pounds dyestuffs and chemicals, etc., 1,000 tons coal.

We pay a duty on dyestuffs and chemicals.

With free raw material a duty would be necessary on the manufactured product.

Wholesale prices have decreased since 1892.

If a change in the existing rates of duty is inevitable, we believe it is for the good of the whole country that at least one-half of the present specific duty be retained on wool, and the relative specific or compensatory duty on goods and clothing. This, with the proposed 40 per cent ad valorem on goods, would be more equitable and better than simply the ad valorem duty on goods alone.

No. 5893.

Reply of Horace A. Kimball, of Manton, R. I., manufacturer of worsteds.

[Established in 1882. Capital invested, \$350,000.]

The value of our annual production has been as follows :

1882.....	\$250,000	1891.....	\$700,000
1883.....	275,000	1892.....	700,000
1890.....	650,000	1893.....	235,000

In 1893 I commenced to curtail in June, and from that time until November dropped off as much as I could, using stock on hand and buying just enough to fit in with my stock on hand. The mill is stopped now, and has been since November, 1893.

To place domestic productions on an equal footing with the foreign product the rates of duty should be a specific duty of 25 pounds and 50 per cent ad valorem. With an ad valorem duty only, I think you can not find men honest enough in any party to withstand the temptations that will be offered; and as to the value of a piece of woollen cloth, no manufacturer can give the value of another manufacturer's cloth.

If the price of wool is the same here as in England, I think, to keep wages where they were in January, 1893, the duty ought to be as I have already stated.

I am constantly changing my fabric; but for the grade of goods I made in 1884, if sold in 1890 and 1892, they would be 25 per cent less.

There has been a decided increase in home competition and a decrease in foreign.

Our mill is stopped, and has been for four months. Tariff agitation is the principal cause.

The tendency of wages during the past twelve months has been downward, from 10 to 20 per cent.

I think the present law is easily understood.

The cost of living has decreased during the past four years.

I think this country was ripe for a panic. Coupled with this, the making of a new tariff on the low edge of protection led people to stop producing and sell their goods on hand. I think the tariff should be reduced gradually; but the mere talk of jumping from a high tariff to a Wilson-bill tariff has wiped out a lot of small manufactories.

Wool and coal are as near raw material as anything I use.

My goods are necessities.

I pay 6 per cent interest on loans.

Seventy-five per cent of my labor is skilled.

The only way for me to meet a reduction in duty is to make wages over.

The whole number of persons employed by me is about 500. Wages are from 75 cents to \$5 per day. They work sixty hours per week.

I feel no competition from foreign goods.

None of my goods are exported.

The cost of manufacture has increased since 1883 in labor.

Selling prices have decreased since 1890.

We certainly need a duty to protect us with free raw material if wages are to be American.

Wholesale prices have decreased since 1892, and to-day prices for woolen goods are lower than I ever saw them.

I recognize the fact that a change to lower duties has got to be made in the tariff. Make the change on woolen goods gradual, and have the tariff produce its part of the revenue for the Government, and at the same time protect the wage workers in this country. I believe in paying labor well. I have voted for every Democratic candidate for President from James Buchanan to Grover Cleveland in 1892. I advocated a change in the tariff, but in 1893 the business interests were very sensitive to any change, and the making of a tariff ought to have been postponed, or at least if the tariff is to be made, it ought not to go into effect before January, 1895.

No. 5894.

Reply of Swift River Company, of Enfield, Mass., manufacturers of cassimeres.

[Established in 1852. Capital invested, \$300,000.]

We produce about 300,000 yards of all-wool fancy cassimeres annually, and the average value is 90 cents to \$1 per yard.

Our production stopped during August last, and we have been running only two-fifths time since, so as to enable the 65 families who are located near us to get bread, although at an actual loss on every yard produced, because of proposed tariff legislation that would remove needed protection.

Nothing less than the existing rates will insure to us our own markets at living prices and enable us to pay our employes, so that they can enjoy the comforts and privileges with some of the luxuries of New England homes.

Reducing the rates of duty will necessitate corresponding reductions in the cost of manufacture.

Our domestic wholesale price in 1884 was \$2 per yard; in 1890 was \$2; in 1892 was \$1.90; in February, 1894, was \$1.50, and very few sales.

We think there has been no increase in competition during the past four years.

We prefer a specific duty mainly on woollens, because an ad valorem duty offers a premium to undervaluation.

We are producing about two-fifths as many goods as we produced in 1892; there is no demand for more.

There has been no change in wages with us, as our people would need and call for aid from town with two-fifths time and reduced wages.

Eatables, such as beef, flour, and sugar, are lower; pork and potatoes are higher, but the cost of living is lower than four years ago.

The present depression is due to the pledges in the Democratic platform adopted at Chicago. Let us be so protected that our markets may not be flooded with goods made with cheap labor and we be driven out at great sacrifice.

Wool and silk are our raw materials.

Our goods are necessities.

We pay the rate of $3\frac{1}{2}$ to $4\frac{1}{2}$ per cent on loans.

Immigration probably has a favorable effect on our business.

About 33 per cent of our labor is skilled.

We will meet a reduction of duty by reducing the cost of labor.

We employ 125 persons and pay them wages of \$1 to \$3 per day.

The women work fifty-eight hours per week, and others work from fifty-eight to sixty-two hours per week.

Foreign articles do not enter into competition with us. The tariff act of 1890 protects us.

We do not export anything.

There has not been much change in the cost of living since 1883.

Selling prices have decreased since 1890.

We consume 400,000 to 450,000 pounds of wool and \$30,000 worth of other productions in our manufacture.

None of our component materials are dutiable.

It would be necessary to place a duty on manufactured products sufficient to overcome the excess of the cost of labor in production and to secure to us our own markets.

Our wholesale prices are as follows: 1884 and 1890, \$2 per yard; 1892, \$1.90 per yard. Prices have decreased since 1892.

We are not able to suggest any changes in present tariff. Our entire community has suffered very seriously since a change has seemed almost assured.

No. 5895.

Reply of Woolen Manufacturing Company, of Beaver Dam, Wis., manufacturers of woollens.

[Established in 1853. Capital invested, \$300,000.]

For the last twenty-five years our productions have amounted to about \$200,000 per annum.

Since July, 1893, we have been either entirely idle or on one-half to three-fourths time.

In case of a reduction of one-third of duty we would have to decrease the cost of production at least as much.

Our domestic wholesale price was in 1884, \$3; 1890 to 1892, \$2.75; now, \$2.25 per yard.

There has been an increase of competition, both foreign and domestic, in past four years.

We are producing only one-half the amount of goods we were in 1892. Reason, there is no sale for them.

Wages have been reduced 10 per cent since January, 1894.

There has been no material change in the price of living in the past four years.

The cause of the depression is agitation of and prospect of reduction in tariff.

About one-half of our material is raw.

Our goods are necessities.

We pay from 6 to 7 per cent on loans.

About one-half of our labor is skilled.

We must necessarily meet a reduction in duty by reduction in wages, if we can run at all.

Foreign articles of like kind enter into competition, but we can not say to what extent.

None of our goods are exported.

The cost of manufacture has somewhat decreased since 1883.

Selling prices have materially decreased since 1890.

If our raw material were free there should be a customs duty on manufactured product to cover difference in cost of labor.

Goods that we were selling in 1884 at \$3 we sold in 1890 and 1892 at \$2.75 and now at \$2.25 per yard.

No. 5896.

Reply of Robert Dobson & Co., of Pittsfield, Me., manufacturers of cassimeres and chevots.

[Established in 1869. Capital invested, \$300,000.]

We commenced running on short time in August, 1893, and have not been in full operation since. At the present time we are shut down entirely. The reason is the uncertainty of the tariff on woolen goods. Clothiers feel timid and are moving cautiously. To our mind, the clothiers believe that if the Wilson bill should be enacted, there would be large imports of foreign goods.

To place domestic productions on an equal footing with the foreign product the rates of duty should be at least 50 per cent. Thirty per cent should be specific, and 20 per cent ad valorem. We should prefer all specific on account of the wide field for undervaluation under the ad valorem system. Our reason for asking 50 per cent is on account of the difference on labor employed, the extra cost of our plants, on account of the high-priced labor of mechanics; constructing the buildings, erecting the machinery, etc., and the difference in interest and other minor points.

The prices of our goods of the same character 1884 and 1890, 1892 were practically the same. At the present time, prices are 18 per cent less.

Our opinion is that there has been about the same percentage of increase in domestic productions on our line of goods as there has been on any other line of woolen goods. We also think that foreign competition has increased.

We desire a specific duty, as we believe there is less opportunity for undervaluation.

We are not producing any goods at present, except sample pieces. We are trying to meet the market, and are doing everything in our power, and are willing to run at cost so as to keep our help employed and not lose our organization. Reason that we are not running is that clothiers are not buying goods.

We have reduced our wages 12 per cent, the same taking effect February 1, 1894.

We should say if there has been any change in the price of living, it has decreased during the past four years.

The present depression is due to the uncertainty as to the tariff. We favor leaving the present tariff bill in force. If you should do so, in our opinion, business would revive at once.

Our raw materials are wool largely.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

If foreign goods could be kept out, and the right class of immigrants come in, it would have a beneficial effect not only in our business but in all lines of business, as we will have consumers here instead of in Europe.

Eighty per cent of our labor is skilled.

Reduction of duty on goods must be met by reduction of wages.

We employ 240 workmen. Pay men, skilled, \$1.50 to \$2 per day, ordinary men, labor, \$1.25 to \$1.35 per day; women 85 cents, \$1.25, and \$1.75 per day. The highest skilled labor is the overseers of the various departments, to whom we pay \$3 to \$4 per day.

Our hours of labor are sixty per week.

Foreign articles enter into competition, but we can't say to what extent.

We export no goods.

Should say that previous to the present decline in the price of labor the price of manufacturing had increased since 1883.

The recent decrease has been on labor.

The prices of our goods have decreased since 1890.

Ninety per cent of all the agricultural products we use are of American production. While we can not answer intelligently as to amount that is consumed indirectly on account of our manufactory, should say it is about \$100,000 per annum.

With free raw material a duty would be necessary on the manufactured product.

We recommend no changes of existing rates of duty or administrative customs laws.

No. 5897.

Reply of Plymouth Woolen Company, of Plymouth, Mass., manufacturers of woollens and worsteds.

[Capital invested, \$300,000.]

The value of our production was \$550,000 last year.

To place domestic products on an equal footing with foreign producers, we would need an ad valorem duty of 60 per cent, or, at the least, 50 per cent is necessary if wool is free. On account of the low cost of labor and the low rates of rent, interest, etc., abroad, any less rate will necessitate a large reduction in wages to keep our mills running.

A specific duty is far more preferable, because it is not subject to fraud.

A reduction in duty must be largely met by a reduction in wages.

I would especially urge that if wool is made free, or the duty reduced to take effect August 1, the duty on woolens and clothes should not come off till the February following such reduction. Any sooner than that will demoralize and needlessly, if not wholly destroy our next season on spring goods.

No. 5898.

Reply of S. F. Cushman & Sons, of Monson, Mass., manufacturers of cassimeres.

[Established in 1886. Capital invested, \$300,000.]

The amount and value of our annual production are 328,094 yards—\$368,719.

We have been running one-half time since October 1, 1893, because of the lack of trade from want of confidence in the administration of the Government.

To place domestic products on an equal footing with foreign producers there should be an ad valorem duty of 30 per cent and a specific duty of 33 per cent.

In 1890 our wholesale price was \$1.12 and in 1892 \$1.15 per yard. If the rate of duty is reduced one-third on our class of manufactures we will have to make a reduction of 41 cents per yard.

We think there has been an increase in domestic competition in the past four years.

We desire a specific duty because of undervaluation under ad valorem rates.

We are not producing as much as in 1892 because of the falling off in trade and price.

In the last six months of 1893 the tendency has been to a lowering of wages.

We have no difficulty in construing the present law in regard to importations, and we have no suggestions to make.

The cost of living has decreased since 1890 to a small extent.

The cause of the present depression is the tariff agitation. Our remedy is to stop changing the tariff.

Eight-tenths of the material used in our manufacture is raw.

The class of goods we make are necessities.

We pay 5 and 6 per cent on loans.

Two-thirds of our employés are skilled.

If we have to meet a reduction of duty we shall reduce labor when it can not be met in any other way.

We employ 90 men and 50 women, fifty-eight hours per week.

Foreign articles enter into competition with ours, but we can not say to what extent.

None of our goods are exported.

There has been very little change in the cost of manufacturing and the class of goods since 1883. Labor has advanced slightly and material cheapened.

The change since 1890 in our selling price was very slight until the last six months, since which time there has been a falling off in price.

If raw material were free we think there would be a need for a customs duty on manufactures to balance the difference in labor, and interest and findings, besides wool.

In our opinion no change is necessary.

No. 5899.

Reply of E. D. Thayer, jr., of Worcester, Mass., manufacturer of satinets, etc.

[Established in 1886. Capital invested, \$200,000.]

My mill had 36 looms in 1886; I put in 16 in 1887, 20 in 1889, and 16 in January, 1892, which was the last increase of machinery.

The mill has been run on full time every year with exception of 1893, when I was stopped between three and four weeks.

The value of my production has been as follows:

1886.....	\$40,000	1890.....	350,000
1887.....	210,000	1891.....	350,000
1888.....	220,000	1892.....	420,000
1889.....	300,000	1893.....	400,000

On such cheap goods as I make no reduction in cost of production would be needed if the duty were reduced one-third.

The wholesale price of my goods has been growing less every year since the mill started in 1886.

Competition has increased in the past four years.

I desire a specific duty, because I feel sure that it will be collected more readily than ad valorem.

I am producing at present about the same amount of goods as in 1892.

Wages have been reduced from 10 to 20 per cent in the past year.

The price of living has decreased a little in the last four years.

The present depression is largely due to the threatened changes in tariff. If any change is to be made, do it quickly and give the country a tariff that will protect its industries.

My raw materials are wool, cotton, and rags.

My goods are necessities.

I do not borrow.

Immigration has probably improved my business.

Probably one-half my labor would be called skilled.

I employ 150 hands. Pay skilled labor \$1.70 per day, and common labor \$1.10 per day. They work from fifty-eight to sixty hours a week.

At present I have no competition with foreign goods.

None of my goods are exported.

The cost of manufacture has decreased in materials since 1883.

Selling prices have decreased since 1890.

On wool I pay a duty of 11 cents a pound.

We need a duty on the manufactured article to protect our industry, even with free raw material.

Wholesale prices have decreased since 1892.

I can make no suggestions as to changes in existing rates of duty.

No. 5900.

*Reply of Wm. Finkham & Co., of Harrisville, R. I., manufacturers of
woolens and worsted goods.*

[Established in 1856. Capital invested, \$300,000.]

We commenced making satinets, to the value of about \$75,000 a year, in 1860. Made fancy cassimeres, \$200,000 a year; 1878, made worsted suitings; production from 1887 to 1893, about \$700,000 annually.

We have been running short time the last year on account of very little business, caused, I think, by the change of the administration and the fear of tariff changes.

I think the tariff, as it now is, is all right if it could be let alone.

If you reduce the tariff one-third, we have got to reduce cost of production the same.

We have made goods selling at from \$1 a yard to \$3.75. They bring now about half what they did ten years ago.

There has been increased competition in the four years.

I desire the same duties as in the tariff act of 1890.

We are not producing as many goods as in 1890. There is no business now; it is paralyzed on account of the Wilson bill.

Wages are going down all the time. Many men are unemployed.

The cost of living is about the same as it has been.

I want the tariff act of 1890 let alone. If Congress would vote to let it alone for ten years, business would revive and the country would be prosperous. This is not a free-trade country. Business has been good under protection and labor well employed. Home competition will make goods of all kinds cheap enough. There has never been a time since the world began when a laboring man could buy so much with a day's pay as in 1892. Let the tariff alone; that is what the laboring man needs.

No. 5901.

*Reply of Vassalboro Woolen Company, of North Vassalboro, Me., man-
ufacturers of woolen goods.*

[Capital invested, \$200,000.]

The value of our production is \$750,000 per annum.

Forty per cent ad valorem and 1 cent per ounce specific duty are required to enable us to compete with goods from abroad

Wages advanced until April, 1893, and were reduced 10 per cent in November, 1893. We are now running part time and two-thirds machinery. We always had more than we could do before April, 1893.

We favor protection to all American industries as giving employment to all, and yet furnishing cheap goods. If goods were high we paid for them and had something left.

The Wilson bill will destroy the country, North and South, East and West. Hope the Senate of the United States will not pass any such measure that is so unfair in its provisions.

The present law is good enough for us, and under it our employes enjoyed full work and highest wages.

No. 5902.

Reply of Linwood Mills, of North Adams, Mass. (Clarksburg), manufacturers of worsteds, cassimeres, and cheviots.

[Established in 1863. Capital invested, \$200,000.]

Since 1889 (the time the writer took charge) we have produced annually about 250,000 yards of cassimeres and cheviots, which we valued at about \$300,000.

Since last July have not run more than half time, owing to the administration's action on the tariff.

To place domestic productions on an equal footing with foreign producers, I should say that with free wool about 30 per cent ad valorem and 20 per cent specific duty would be a fair amount of protection. This is somewhere near the Canadian protection, and seems to work very well over there, although wages are considerably higher here than in Canada; I think this amount of protection would be equitable.

Wages would have to be reduced from about 20 to 25 per cent if the rate of duty were reduced one-third.

Our wholesale domestic price was in 1884, \$1.75; 1890, \$1.50; 1892, \$1.25. It is hard to give the present value, as nobody seems to want goods; if forced on the market they would probably bring about 75 cents per yard. We are now offering the stuff at \$1.

We think there is no increase in foreign competition.

We desire 30 per cent ad valorem and 20 per cent specific duty.

We are at present doing nothing, as we are shut down.

Up to last July the tendency of wages was to rise; since then they have fallen something over 10 per cent.

We give the following cost of living per month for a skilled workman: House rent, \$10; groceries, \$12; butcher, meat, \$5; clothes and wearing apparel, \$8; extras and incidentals, about \$2.50. This estimate is for a family of four, man and wife and two children.

We have had no difficulty in construing the present law.

No. 5903.

Reply of Coburn Woolen Mills, of Skowhegan, Me., manufacturers of broadcloth, cassimeres, etc.

[Established in 1874. Capital invested, \$175,000.]

Our output for the year ending December 31, 1892, was 323,596 yards; and for the year ending December 31, 1893, was 286,408 yards of woolen cassimeres.

We ran less than full time from August 1, to October 25, 1893, owing to the threat of reducing the tariff.

The tariff of 1890 is just right; it is not excessive.

At the present prices of wool, if the duty were reduced one-third, we

would reduce wages about 50 per cent. Stock at farmers' prices would be reduced about 90 per cent.

Our domestic wholesale prices were as follows: In 1884, \$1.25; in 1890, \$1.; in 1892, 85 cents per yard. The best offer we have had for next season is 65 cents.

There has been an increase in domestic competition in the past four years.

We prefer a specific duty; it is more fair and more likely to be honestly administered.

We have just posted notices that these mills will be closed on account of lack of orders.

The fear of tariff revision has, by causing a depression in business, created a downward tendency in wages.

We can not say exactly as to cost of living, only we have never known it to be so cheap as at present.

We have no difficulty in construing the existing law on importations.

We suggest that there is nothing better than letting the tariff act of 1890 alone.

We should think a decrease of 5 per cent had taken place in price of living in the past four years.

The cause of the present depression in trade is the tariff agitation. Kill the Wilson bill.

Machinery, oils, dyes, stock, and in the same class we might also say labor, are our raw materials.

We pay from 4 to 6 per cent on loans. It depends upon circumstances.

The goods we make are necessities.

Immigration has no effect on our business that is perceptible to us.

Ninety per cent of our labor is skilled.

There is no alternative but to reduce wages if the duty on goods we manufacture is reduced.

We employ from 150 to 160 people when running full time. Skilled labor receives from \$12 to \$25 weekly; common laborers get from \$1.25 to \$1.50 per day; minors get less.

Sixty hours constitute a week's work.

None of our goods exported.

Wages are higher, but improved machinery, etc., have brought the general cost of manufacture down since 1883.

We consume in the neighborhood of \$150,000 worth of stock per annum in our manufacture. Our dutiable materials are a few dyes, oils, and chemicals.

Our materials of all kinds are 99 per cent domestic.

There would be a necessity for a customs duty on the manufactured article with free raw material.

The wholesale price of stock-wool is lower than in 1892.

There never has been a time when the outlook for the woolen industry was as black as at present. But very few mills, if any, are doing business except at a loss. If their condition was realized by your committee and by the Senators, there is no question but that you would immediately afford relief by assuring them that there would be no change in the present law.

No. 5904.

Reply of Charlottesville Woolen Mills, of Charlottesville, Va., manufacturers of woollens.

[Established in 1869. Capital invested, \$165,000.]

Our product has been as follows:

1870.....	\$41,617.18	1891.....	\$242,265.44
1880.....	68,362.14	1892.....	224,802.38
1890.....	245,305.01	1893.....	210,375.89

We began with a one-set mill, and gradually increased to three-set mill until 1882. Our mill was burned in 1882, and we rebuilt and began in 1883 with six-set mill.

We make men's wear woollens. Formerly we made suitings for the most part; but in the past three years largely military goods.

We have run full time, having about two-thirds of machinery in operation; but running full time, in sympathy with our employés. Since February 10 we have been running four days in the week, with probability of having to cut down more on account of loss of sales.

In our opinion an ad valorem duty, while theoretically correct, is open to serious abuse, and protection against fraud by undervaluations can only be secured by a specific duty or a combination of the two. In our opinion, on the basis of free wool, a duty of less than 50 per cent on one class of our goods will not protect us against injurious foreign competition if the present standard of wages is to be maintained. Our reasons are based upon the great difference in labor here and abroad, higher cost of plant and maintenance, higher rate of interest for money, and commissions to agents.

It seems absolutely certain that any reduction of the present rate of duty must be at the expense of the workman, as this is the only factor in the cost of goods under control of the manufacturer.

Can only give the figures on two classes of goods, being only ones made consecutively from 1884 to 1892. Prices have been as follows:

Year.	D. and T. cassimere suitings.*	Cadet gray mel- tons.†
1884.....	\$2.50	\$2.60
1890.....	2.25	2.50
1892.....	2.25	2.50

* $\frac{3}{4}$ wide, all wool, 24 ounces.

† All wool, $\frac{3}{4}$ wide, 22 ounces; quality improved in the extreme years.

Competition, both foreign and domestic, has been active until the tariff of 1890 was in full force. Since the heavy importations just preceding its going into effect were cleaned up foreign competition has been less, but home competition has been lively, until under threatened tariff changes business became prostrated.

In the hope that the effort to repeal the tariff of 1890 would be defeated we have made no reductions whatever in labor, preferring present loss to the demoralization such reduction would occasion, until the question is absolutely forced on us.

I can give no correct estimate as to cost of living. If a man gets \$1 or \$1.50 per day it usually takes all to support him and family, and he must trim his sails to suit. Those getting \$2, \$2.50, and \$3 save more

or less, and, being sober and frugal, as most of our people are, they finally buy little homes.

But few military goods are now imported, and as our production is now largely of this class we have only one suggestion to make as to rates of duty—let the present law alone. Under it we and our employés have thrived, and by having constant employment for machinery, running to full capacity until “revision” ruined business, prices to the consumer have not advanced. To-day we furnish the U. S. Government with the finest sky-blue doeskin used in the Army, made of Australian wool, at \$3.10 per yard, for which they paid \$3.40 to a New York importing house until we began making it.

Up to the time of general depression in everything, say eight months ago, I think there was but little change in the price of living, and since then there has been a general reduction and idleness.

The cause of the depression is the agitation of the tariff question solely. Remedy: Let it alone. The country was prosperous and everybody employed until it began.

Wool, dyestuffs, oils, etc., are our raw materials.

Our goods are necessities, we think.

Six per cent per annum is the usual rate of interest on loans; it is never less.

Immigration has no effect on our business that I am aware of.

About 95 per cent of our labor is skilled.

If duty on our goods is reduced the only choice is to cut labor.

We employ about 120 persons, of whom not over 6 are children. Weavers earn (by the yard) on an average about \$1.25 per day, mostly females; spinners earn \$1.25; helpers on mules 50 cents to \$1; card room and finishing department hands, \$1.25 to \$1.75; wool sorters, \$1.25; heads of departments, \$3 per day. When on full time they work sixty hours a week.

Foreign articles of like kind do not compete seriously with ours under present tariff law.

We do no exporting.

There has been no change in cost of manufacture since 1883, except an increase of pay of employés in some departments. Wool, of course, has been decreasing in price several years, as it has done the world over.

Selling prices have decreased since 1890.

With the exception of probably 25 or 30 bales (400 pounds each, unwashed) of Australian wool, our entire consumption of wool is domestic.

The dutiable materials we use are wool and some dyestuffs. Rates are too well known to need repetition here.

With the existing differences in cost of manufacture here and in Europe, we must have at least 50 per cent protection, or cut hand labor, or shut down gates.

We have no suggestions to make as to wool and woolsens. The facts are that until May or June, 1893, we had done well, our employés were well paid, and were liberal purchasers of the farmers, and all other products. I do not believe that our woolgrowers in the West can compete with those of the more-favored climates of Australia, South America, and the Cape. Only those located convenient to mutton-consuming markets can, and they are a small per cent of the aggregate. However, I favor protection on combing and clothing wools, as I would have it on woolsens.

Our people (employés), up to the last Presidential election, have been as true to the Democratic party as the needle to the pole, but I warn our

friends in Congress that the trend is now all in the other direction; mechanics, too, in our town, who have suffered so severely by the prevailing depression, are in agreement with them, and it is a matter of bread and butter with them. Force-bill legislation on the part of the Republican party has banded them together heretofore in a Democratic unit, so long as their pecuniary interests were not menaced. Now they argue that Mr. Cleveland's pledges of "due regard to the difference between the compensation paid labor in Europe and this country and for capital invested in industrial enterprises" have been broken, and that they must in future deal with politics from a purely business standpoint, and vote with those who "protect" them.

No. 5905.

*Reply of Hanover Woolen Manufacturing Company, of Hanover, Ill.,
manufacturers of cassimeres.*

[Established in 1865. Capital invested, \$160,000.]

There has been a constantly increasing production from additions to plant and improved processes of manufacture, varying in amount according to changes in the character of goods manufactured up to the year 1893.

We have run less than full time during the last six months on account of cancellation of orders.

To place domestic productions on an equal footing with the foreign product, the rates of duty should be sufficient to cover difference in cost of product, to protect the wages of our employes.

If a reduction in duty means a reduction in price, there must be a corresponding reduction in the cost of manufacture.

Domestic wholesale prices have been as follows: 1884, \$1.50 to \$2; 1890, \$1.50 to \$2; 1892, \$1.50 to \$2; now, \$1.25 to \$1.50 per yard.

There has been an increase of competition in the past four years.

We desire both a specific and an ad valorem duty, because it is fair to both consumer and producer, which would not be the case if either one was used to the exclusion of the other.

We are not manufacturing as many goods as in 1892, for we can not sell them at cost of production.

The price of living has increased during the past four years.

The present depression is due to the tariff agitation. Remove the cause as quickly as possible.

Our raw materials are wool, dyestuffs, and fuel.

Our goods are necessities.

We pay the rate of 6 per cent at present on loans.

Forty-five per cent of our labor is skilled.

Reduction of duty on goods must be met by a reduction in cost.

We employ 150 workmen at wages of from 75 cents to \$4 per day.

Our hours of labor are sixty per week.

We don't export.

Cost of manufacture has decreased slightly since 1883. There has been a decrease in materials and increase in labor.

We consume in our manufacture, wool, unwashed, 750,000 pounds; coal, 1,200 tons per annum.

With free raw material a duty would be necessary on the manufactured product.

No. 5906.

Reply of Reedsburg Woolen Mill Company, Reedsburg, Wis., manufacturers of cassimeres.

[Established in 1886. Capital invested, \$160,000.]

We manufacture plain and fancy all-wool cassimeres. Net value in 1887 was \$88,714.91; in 1888, \$104,092.65; in 1889, \$119,371.24; in 1890, \$148,883.51; in 1891, \$194,873.80; in 1892, \$162,279.83, and in 1893, \$153,010.17.

We ran full time, excepting last year we were stopped three weeks repairing dam.

Forty per cent ad valorem would protect our grades with free wool, but cloths with an increase of threads in the warp and filling, would require more.

Domestic wholesale price of goods per yard until the present season was without change, \$1.70. Now we are offering them at \$1.42 and no takers. Am offered \$1.25. They weigh 24 ounces and are made from pure Michigan and Wisconsin wools.

Would prefer an ad valorem duty, if honestly collected.

We are not manufacturing as many goods as in 1892, because there is no sale.

We have reduced wages 10 per cent since January, 1894.

The expense of living is about the same as in 1890.

Cause of depression is the declared policy of the Democratic party, that protection by tariff duties was unconstitutional, and favoring free trade; hence every dealer and trader will only buy goods on the basis of foreign prices. Throw the Wilson bill overboard, and when you want to reduce the tariff do so by degrees and very slowly.

We pay 7 per cent interest on loans.

We have but one way to meet any reduction of duty and that is to reduce the price of labor. It is the only thing we control.

We pay skilled labor \$1.75 to \$4 per day; ordinary, \$1.25 to \$1.50; girls and boys, \$4 to \$6 per week; number employed, 90. They work sixty-three hours per week.

Price of labor advanced in 1890 fully 15 per cent with us.

We need fully 40 per cent duty to protect us, even with free raw material.

Our wholesale prices were the same until 1894. For the season beginning November, 1893, they were reduced from \$1.70 to \$1.42, and may have to drop lower to secure sales.

No. 5907.

Reply of S. N. C. Russell Manufacturing Company, of Pittsfield, Mass., manufacturers of cassimeres.

[Established in 1860. Capital invested, \$150,000.]

When running on full time we produce about \$400,000 per year at present.

We have been running on short time, and had stoppage owing to the stringency of money market and the uncertainty of the legislation.

Forty per cent specific duty and free wool covers the difference in labor and cost of plants.

There has been some increase in competition during the past four years.

We prefer specific duty, because we believe of a 40 per cent ad valorem not over 10 per cent would be collected on an average, because an ad valorem duty is so susceptible of deceit and fraud.

We are not producing as many goods as we did in 1892, owing to the uncertainty of legislation.

The tendency of wages is downward.

We have no difficulty in construing the existing law.

No. 5908.

Reply of J. G. Leinbach & Co., Reading, Pa., manufacturers of cassimeres.

[Established in 1865. Capital invested, \$150,000.]

In 1866 we produced \$75,000 worth of cotton goods. We kept on increasing until we reached \$235,000 in 1892. Commenced on cassimeres in 1880. We produced in 1893 goods to the value of \$197,000. We ran full time for eighteen years until June, 1893, when we began to lose time. We lost about one-third time from June, 1893, to February, 1894. We blame tariff agitation.

The reduction on wool will not benefit us, because it will create a scarcity of wool in our own country; hence wool can not remain low.

We were getting 67½ cents per yard for our goods from 1882 to 1893. Now we sell the same goods at 55 cents.

There has been no increase in competition to our notice, or not enough to hurt us.

We need specific duties to avoid dishonesty.

We are not producing near as many goods as in 1892, because we are afraid of the ruinous tariff bill now pending.

Wages have been lower for the last eight months.

We can only say, let the tariff be as it is, and we will all be happy, including the woolgrower.

Price of living is somewhat lower than four years ago.

Tariff agitation is the cause of the present depression. To leave the tariff as it now is, will remedy the evil.

Our raw materials are wool, cotton warps, and drugs.

Our goods are necessities.

We pay 6 per cent on loans.

The immigration of paupers is an injury and the immigration of good people is a benefit.

All our labor is skilled.

Reduction of duty on goods must be met by lower wages and smaller profits.

We employ 75 men, women, and children. We pay men \$2.25 to \$3 per day; women, 80 cents to \$2 per day; children 55 to 80 cents a day. They work ten hours a day.

We have foreign competition, but not enough to hurt us.

None of our goods are exported.

There has been an increase of 10 per cent in wages since 1883. The cost of production since 1883 has decreased, in material, 8 per cent. Selling prices have not increased since 1890.

We use some foreign wool and pay a duty of 11 cents per pound.

There would be a necessity of duty on manufactures with free raw material, because wages and rates of interest are against us.

Wholesale price was 67½ cents per yard to June, 1893, and from June, 1893, to February, 1894, 55 cents.

We can not suggest anything better than the tariff act of 1890.

To place domestic productions on an equal footing with the foreign product the rates of duty should be 60 per cent specific, which leaves the foreigner a good show to sell his goods without much injury to us.

No. 5909.

Reply of Crown Mills, of Marcellus, N. Y., manufacturers of cassimeres.

[Established in 1879. Capital invested, \$150,000.]

The value of our production in goods was: In 1890, \$240,000; 1891, \$346,000; 1892, \$377,000; 1893, \$280,000.

One mill did not run for part of 1890, when the Marcellus and Crown mills were consolidated.

We were idle during the latter part of 1892, when we averaged about half time. Since consolidation in 1890 until July last we ran full.

We have felt increase in both foreign and domestic competition. In foreign, after election in 1889 to about a year ago. McKinley ought to have had a special session, and got the tariff bill through, and no dating ahead.

We need a combination tariff, as a help against undervaluations.

Mills are closed for the present.

This company, up to date, has not reduced wages, but when we resume a cut will be made of, say, 15 per cent average, possibly 25 per cent.

The cost of living is about the same as it was four years ago.

Wool, principally, is our raw material.

The legal rate of interest is 6 per cent on loans.

Seventy-five per cent of our labor is skilled.

Reduction of duty on goods must be met by cutting wages.

Our hours of labor are sixty per week.

We have considerable competition with foreign goods of like kind.

None of our goods are exported.

The cost of manufacture has decreased since 1883 in both material and labor.

Selling prices have decreased since 1890.

The wool we use is almost entirely of domestic production.

Wool and dyestuffs are our dutiable materials.

Relatively, fabrics sold in 1884 at \$2.50 were sold in 1880 and 1892 at \$2.25, and price for 1894 is \$1.90. None sold to date.

I may say, after the election of 1888 and while the tariff was being discussed, I was anxious to have the wool duty made an ad valorem one. Exempt all low carpet wools costing not to exceed 13 cents per pound and put all other wools 40 per cent ad valorem. This would have prevented a glut of the market by foreign goods by leaving the

duties on goods as in the 1883 tariff, only correcting the worsted schedule by calling it same as woolen, which it is.

The writer has lived many years in Canada, both in the Provinces of Ontario and Quebec, and their tariff has made woolen goods of all kinds. This, or their tariff of 10 cents per pound and 20 per cent ad valorem on cheap to medium goods, is fully as good as 40 per cent ad valorem. The rate of wages over there is less by 20 per cent than here, so that there we get free wool and 25 per cent on blankets and 35 per cent on other goods. I say it advisedly that wages in this country on woolen goods must average 25 per cent less than they do now. Blanket manufacturers can not live under 25 per cent ad valorem, consequently will be driven into the 40 and finally 35 per cent class. This will make so much competition in this class there won't be anything in the shape of a profit left for any one.

I would recommend a compromise tariff, as under, on wool and woolens;

Carpet wools 13 cents per pound and under free, all other wools 20 per cent ad valorem.

Woolen goods, including blankets, 15 cents per pound and 40 per cent ad valorem.

On a free wool basis, I would suggest 10 cents per pound and 35 per cent ad valorem on goods as the very lowest rate of duty we can get on with and keep wages where they were in 1892.

In these mills one-half of the voters voted for tariff reform. Now, all are out of work, and some have not done anything for some months. The result is that tariff reform is at a large discount, and 1896 will see them to a man in favor of tariff for home in place of tariff for the fellow abroad.

With a tariff on a compromise basis, one between the extremes of totally inadequate protection and that of rampant McKinleyism, the Democratic party would have a fighting chance.

Northern Democratic Senators have the chance of a lifetime, and it is to be hoped for the business interests of the country enough can be found who will see that workingmen are protected.

No. 5910.

Reply of Stone, Atwood & Co., of Flint, Mich., manufacturers of cassimeres.

[Established in 1867. Capital invested, \$150,000.]

Since June, 1893, we have been running on short time because we are afraid of the change in the tariff.

We have had no reason for complaint in any way previous to November, 1892, election. That knocked out our foundation in some way. We are ready for business, but our customers can not and will not do business, for fear of a change.

We would have to reduce labor if a reduction on our goods is made, to meet competition.

Fifty, 60, and 70 cents have been the uniform prices of our three grades of cassimeres, up to September, 1873, but to-day we can not find buyers or only a very few, at 10 to 20 per cent reduction.

There has been increased competition in domestic manufactures since 1890. The present duties have been very satisfactory in the past, although it seems there would be a very good chance to doctor invoices by an ad valorem duty.

We are not manufacturing as much as in 1892 by one-half, as we can not find buyers. Our consumers are out of work.

We have taken 25 per cent off the price and 50 per cent off the number of people employed.

The price of provisions is lower, but less work and lower wages make living cost more than it did in 1890.

The cause of the present depression has been the whole tariff plank in the Democratic platform of 1892. Our remedy would be to strike it out entirely, and to adopt the tariff act of 1890. We suggest that you come to the front like good, loyal American citizens and say unanimously that you never intended to adopt it, and that this country is the best on earth, and that from this day on you will work for her interests and all her people in preference to any foreign country.

The materials used in our manufacture are all raw to us, but manufactured articles to someone else.

Our goods are necessities.

We pay 6 to 7 per cent on loans.

Immigration has only a general effect on our business. As for immigrants, we would suggest you require a certificate from our foreign officials as to character, habits, etc., then make Americans of them, by requiring a residence of twenty-one years before allowing the privilege of voting. That would decrease the number of anarchists, free traders, and disloyal citizens.

Seventy per cent of our labor is skilled.

We will meet the reduction of duty by buying cheaper materials and by reducing wages.

We employ 75 men and 75 women, but no children (State law). We pay the men from \$1.50 to \$2.50; women, from 67 cents to \$1.50.

Our employes work sixty hours per week.

There are no foreign articles in competition with us yet, but foreign samples are ready, waiting only for the change in tariff.

None of our goods are exported.

Cost of manufacture is about the same as in 1883.

Our selling prices have been about the same (up to the last six months) since 1890.

We consume in our manufactory about 400,000 pounds of wool, 1,200 tons of coal, 3 tons tallow for soap, 50 barrels assorted oils annually.

We do not import.

With free raw material there need be no customs duty for us. The producers of our wools are our customers. Protect our country. We do not want a customs duty for woolen goods alone. This country can make all her own materials and her own goods and fill your Treasury to overflowing without having it cost one of our citizens a penny, and we can all be busy and happy if you will only protect it. Do not protect any industry, only our whole country, and allow its citizens to go about their business and take care of one another. Give no monopoly to anyone. See that all are dealt justly with. It seems that 70,000,000 people at home is about all we ought to try and take care of and handle. Free trade among ourselves, properly controlled, first, then branch out and take in the whole world if we think best. If you can not protect the woolgrower, why the wool manufacturer? There are 50 persons

interested in raising wool to 1 in the woolen mill business. Why select any industry? Serve us all alike. Use no partiality.

Our wholesale prices are 50, 60, and 70 cents for the three grades cassimere; the prices have decreased since 1892.

The duties have been satisfactory up to the last election. We suggest that you change slow, if at all, and only when you are sure it is needed. Above all, keep in view how you want our American working people to live. If as they live in Germany, Italy, Ireland, or England, of course you can do so by letting us have free trade with those countries. That will put us on the same plane. Whether better or worse than we are or have been in this country for the past twenty-five years, is for you to judge. But if it is true that the American people have better wages, better homes, better education, and live better than any other people on earth, why break it up or think of it at all? Most of all, why threaten it? Look well to the best interests of this country. Of what benefit is cheap stuff or low prices of any kind, whether of material or labor? We all like value to our holdings.

No. 5911.

Reply of Perseverance Worsted Company, of Woonsocket, R. I., manufacturers of worsted goods.

[Established 1883. Capital, \$150,000.]

Our product has varied considerably. During the earlier years we made fine goods, but lately we have made cheap goods for the millions.

We have run less than full time in the past two years for want of orders.

In order to manufacture in this country duties must protect the manufacturer, for increased cost of labor, material, and running expenses.

If the rate of duty were reduced one-third on our goods we would have to reduce the cost of manufacture equally, and the main element of cost in our line is labor, and a reduction must come out of that.

Increased domestic competition has reduced the price of our goods from 10 to 25 per cent.

A combination of ad valorem and specific duty is necessary. Ad valorem alone is impracticable on account of undervaluation, which the most expert custom officials can not stop. Specific can be collected in full.

Wages have decreased in the past year.

We believe that the existing law properly administered would cause the bulk of the goods used for the clothing for the masses to be made in this country at a cost of very little more than the material plus wages. Domestic competition would reduce the manufacturers' profit to a small percentage. The volume of business done would make it pay.

The present cost of living here is about the same as it was four years ago.

The cause of the depression is uncertainty in the tariff legislation. Let the tariff alone so that business can be adjusted on some settled basis. The idea of making the tariff a football is the greatest drawback to this country's prosperity.

Our raw materials are woolen yarns, cotton, and worsted.

Our goods are necessities.

We pay 6 per cent interest on loans.

Immigration has no effect on our business.

About 96 per cent of our labor is skilled.

We expect the result of the Wilson bill to be so disastrous that we can not pay enough wages to allow people to live, and shall consequently be obliged to stop business till the tariff is rearranged. We employ 125 men, 45 women, and 5 children. Wages vary from 15 to 50 cents per hour. They work sixty hours a week.

We do no exporting. England can supply the world. The cost of manufacture has decreased in wages and material since 1883, owing to cheap wool and a reduction in wages.

Our selling prices have decreased since 1890.

We use domestic wool in our manufacture. There would be a necessity for a customs duty on the manufactured article with free raw material.

The administration of custom laws can not be too rigidly enforced.

No. 5912.

Reply of Wood River Mills, of Richmond, R. I., manufacturers of cassimeres.

[Established in 1880. Capital invested, \$150,000.]

We manufacture goods to the amount of \$250,000 each year.

We ran full time to November, 1892 (election), and three-quarter time in 1893. Cause, lack of orders. We stopped four months to March 1, 1894.

Thirty-five per cent ad valorem and 15 per cent specific duty will be sufficient to place domestic products on an equal footing with foreign goods on a free-wool basis. Depends on price of labor.

If duty is reduced one-third a 25 per cent reduction in cost of production will have to be made, and a general economy in cost of labor and free wool.

The domestic wholesale prices of goods in 1884, 1890, and 1892 were \$1.65, \$1.60, \$1.55.

There has been increased competition in our line of domestic manufacture for past four years.

We desire a specific duty in order to avoid undervaluation.

We are not producing as many goods as formerly, because of unsettled tariff question causing buyers to buy cautiously.

For past twelve months wages have gone down. We could hire labor at almost any figure.

Forty dollars per month is not sufficient to support a family. Can not report expenditures. This sum is small to maintain 4 to 5 persons.

We have difficulty in construing the existing law in regard to importations, as we do not know the actual value of goods as they enter this country; and do not know what is the standard of value by which goods coming into the country are priced.

The price of living has decreased during the last four years.

Our remedy for the depression in business is, confidence of our customers in buying and a settled tariff question.

Wool is our raw material.

Our goods are necessities.

We pay 6 per cent on loans.

Immigration has increased our business.

We employ 135 persons, and about two-thirds are skilled labor.

Reduction of duty on goods must be met by reduction in price of labor paid, and paying less for raw material, dyestuffs, supplies, etc.

Two-thirds of our laborers are men and one-third women; we employ no children. We pay, ordinary, \$1.25; skilled, \$1.50 to \$3.75 per day. They work sixty hours per week.

Foreign articles do not enter into competition at present rate of duty.

We do not export goods.

The cost of manufacture has increased 10 per cent since 1883.

The increase has been in labor.

Our selling prices have decreased since 1890.

Of domestic products we consume annually \$100,000 worth of wool, cotton, oil, etc., directly.

We pay a duty on chemicals and dyestuffs used in the manufacture of woollens.

There is a necessity for customs duties on the manufactured goods entering this country, as American labor is not willing to accept prices paid abroad.

We do not propose any changes of existing rates of duty and customs laws.

No. 5913.

Reply of Kent Woolen Company, of Centerville, R. I., manufacturers of cassimeres.

[Established in 1875. Capital invested, \$150,000.]

Our product is wholly fancy cassimeres for men's wear, and for the past six years the quantity and value have been as follows:

	Quantity.	Value.		Quantity.	Value.
	<i>Yards.</i>			<i>Yards.</i>	
1888	149, 590	\$159, 725	1891	153, 074	\$172, 601
1889	159, 145	173, 898	1892	147, 765	203, 826
1890	162, 434	174, 520	1892	163, 200	191, 519

Our works were closed two weeks in July, 1893, owing to our inability to collect bills due us.

With free raw material 50 per cent duty is necessary to equalize the difference in cost of production between this and foreign countries, where, in addition to the difference in cost of labor, manufacturing plants can be constructed and equipped for much less. Interest, insurance, supplies, repairs, and other expenses entering into the cost of a manufactured article are much less. Also to partially overcome the great amount of undervaluation now going on.

We would have to reduce our cost of production about 25 per cent if the duty was reduced one-third on our goods.

Our domestic wholesale prices were as follows: In 1884, \$1.90; 1890, \$1.80; 1892, \$1.70; 1894, \$1.37½.

Our direct competition is wholly domestic, and has been growing keener each year.

We desire a compound duty, both specific and ad valorem where practicable, to the effect that articles of foreign manufacture shall pay the amount of duty according to the intent of the law, and not be allowed to pay simply an ad valorem duty on an undervalued basis.

Our mill is closed owing to our inability to market our production.

Up to June, 1893, the tendency of wages was upward. Since that time it has been downward.

Cost of living per week of the families of two skilled workmen:

	Earning \$18 per week.	Earning \$10.50 per week.
Rent.....	\$2.50	\$1.60
Grocer's bill.....	5.82	4.40
Market bill.....	2.90	2.04
Clothing.....	3.50	1.55
Incidental.....	1.00	50
Total.....	15.72	10.09

The existing tariff law is sufficiently plain relating to our products. Would suggest that the rate of duty now existing on both raw material and manufactured products be reduced rather than to have free raw material and the corresponding reduction on the manufactured product.

The cost of living has decreased $5\frac{3}{4}$ per cent in four years.

First, the causes of the present depression are overproduction, created by the expansion of works and manufactures, fostered by an excessive rate of import duty. Second, distrust of the principal nations in our coinage laws. Third, the unmeasurable loss in the past few years and distrust attending the subsidence of fictitious "boom" values in real estate throughout the country, following similar workings in South America and Australia. Fourth, lack of confidence among business men generally, always prevalent when the tariff laws are being revised.

Wool, cotton, and dyestuffs are our raw materials.

Our goods are wholly necessities.

We pay 6 per cent interest on loans.

Immigration has had a tendency to improve our business by increasing home consumption.

Sixty per cent of our labor is skilled.

We would meet a reduction of duty on our goods by reducing the valuation of our plant, allowing for a smaller return on capital, and by a reduction in wages.

We employ 83 men, 31 women, and 18 children. The wages of skilled labor is from \$9 to \$18 per week; ordinary labor gets from \$3 to \$8 per week.

Sixty hours constitute a week's work.

Foreign articles do not compete directly but to a small extent; not enough to mention.

We do no exporting.

Cost of manufacture has decreased $23\frac{1}{2}$ per cent since 1883. Cost of labor has increased. Cost of raw material, supplies, and incidentals have decreased.

Our selling prices have decreased since 1890.

Directly and indirectly \$152,500 of the annual agricultural production of the country is consumed in our manufacture.

No component materials are used in our manufacture on which duties are paid except a few dyestuffs.

If our raw material were free there still would be necessity for a customs duty on the manufactured product.

Our wholesale prices were as follows: \$1.90 in 1884, \$1.80 in 1890, and \$1.70 in 1892. They have since decreased.

We would recommend that the present rate of customs duty on both raw material and manufactured products be modified, say 10 per cent.

No. 5914.

Reply of D. W. Ellis & Son, of Monson, Mass., manufacturers of kerseys and meltons.

[Established in 1870. Capital invested, \$140,000.]

Our production depends upon the grade and quality of goods manufactured. Changes have often to be made to meet the public demand; it is therefore impossible to give full description, value, or quantity for each year. Value, 1890-'93, \$200,000 to \$225,000 each year.

We stopped our machinery during the months of August, September, and October, 1893, and have been running three-fourths time since to February 12, 1894. Because of financial disturbance and threatened alteration of tariff laws we have stopped.

Tariff laws, as now existing, are satisfactory to us. Duties should be in part at least specific, because of less temptation to undervaluation. Woolen manufacturing is not unduly stimulated under present laws. It is not just to compare this nation with the older countries of Europe in this matter, as with their hundreds of years of experience, less cost of plants and cheaper labor, they easily distance us in the race.

If the rate of duty on our class of manufactures were reduced one-third, certainly the door would be open wide for foreign competition, and as labor enters largely into the cost of production, that would naturally be called to contribute its full proportion to meet the necessary reduction.

Domestic wholesale prices in 1884, \$2.12½ per yard; 1890, \$1.75; 1892, \$1.85; in 1894, \$1.50. These figures are not of value for comparison, because goods made in 1884 were not of the same construction or character as those of 1892, and those of 1890 were different as to cost from either.

The increase in competition during the past four years has been largely domestic.

We have not been making as many goods as in 1892 because buyers have not been willing to pay actual cost of production for our product.

Wages have been lower during the past twelve months.

Cost of living depends upon the habits, tastes, and inclinations. One may save money each year from his wages, be they great or small, while another spends all and still is not satisfied. An average estimate is as follows: Rent, \$125; meats and groceries, \$300; clothing, \$150; incidentals, \$100.

We have no difficulty in construing the existing tariff law.

The price of living has decreased, in sugar, flour, and other articles in the grocery line; also clothing of nearly every description.

The cause of the present depression is the election of Senators and Representatives to Congress who have unsound financial views, and who would destroy our revenue system and substitute a system which has previously been tried, and under which our country did not attain prosperity to be compared with the present, thereby causing distrust, uncertainty, and confusion; also the extravagant habits of a large part of the people. To remedy, the people must practice economy; Government must do the same; Senators and Representatives must cease this continual desire to change the revenue system. In short, let well enough alone; put practical business men in Congress to make our laws; relegate the dreamers, theorists, and visionary to the rear; also use more of the good old-fashioned common sense.

Wool, chemicals, dyestuffs, and coal are our raw materials.

Our goods are both luxuries and necessities.

We pay 6 per cent interest on loans.

All our workmen are more or less skilled; all must to a greater or less degree be educated to their particular part of the work.

If duty is reduced, we must reduce wages materially and all other expenses. Even then there is no certainty of our being able to continue in the business.

We employ from 70 to 80 people. Wages are from \$5.25 to \$18 a week. They work from fifty-eight to sixty hours a week.

Foreign articles of like kind enter largely into competition.

None of our goods exported.

Cost of manufacture has not changed materially if any since 1883.

Selling prices have decreased since 1890.

Wholesale prices have decreased largely during the past six months.

No. 5915.

Reply of Glendale Woolen Mill, of Glendale, R. I., manufacturers of cassimeres and chevots.

[Established in 1853. Capital invested, \$130,000.]

The value of our production averages about \$200,000 per year.

The entire plant was stopped for four months ending November 20, 1893, and since then run on three-fourths time until February 1, 1894. Now it is stopped. Cause, stagnation of business.

With free wool 60 per cent specific duty would be necessary to place domestic products on an equal footing with foreign producers.

With a specific duty of 60 per cent and free wool no more reduction in the cost of production would be necessary, but in case of any duty on wool that amount of duty would have to be met by a reduction in the wages of our employés.

The domestic wholesale price of our goods, in 1884, was \$1.60; in 1890, \$1.50; 1892, \$1.40; 1894, \$1 per yard.

We have felt increased competition with domestic manufactures.

We desire a specific duty. In our opinion ad-valorem duty tends to undervaluation by importers.

We are not producing as many goods now as we did in 1892 on account of diminished demand for our production.

Wages have decreased since June, 1893.

The cost of living of skilled workmen and families varies according to the size of families.

Under the present law we believe we are protected in our class of manufacture.

The price of living has decreased during the past four years.

The present depression, in my opinion, is due to the fear of an alteration in our present tariff law. A remedy would be an extension of our present protection.

All component materials that we use before produced by us in cloth are raw.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Three-fourths of our labor is skilled.

Reduction of duty on goods must be met by a reduction in our employes' wages.

We employ 84 men, 31 women, and 11 children.

The average wages paid for skilled labor is \$11 per week; for ordinary labor, \$1.50 per day.

Under the present tariff law we don't meet with much competition from foreign importers.

None of our goods are exported.

The cost of manufacturing has decreased 30 per cent since 1883.

The decrease has been in material.

Selling prices have decreased since 1890.

We consume domestic wool in our manufacturing.

We pay a duty on wool of 33 cents, scoured.

With free raw material there would be a necessity for a customs duty on our manufactured articles.

We recommend no change in the present rates of duty.

No. 5916.

Reply of Faulkner & Colony Manufacturing Company, of Keene, N. H., manufacturers of woollens.

[Established in 1815. Capital invested, \$100,000.]

Our annual production has increased in value from \$50,000 to about \$200,000 or \$300,000.

We ran about one-half time in 1893, owing to depression in trade and the bad look of things generally, caused largely, in our opinion, by the vacillation and uncertain course pursued by Congress in tariff matters.

We think to place domestic products on an equal footing with foreign producers there should be a specific duty. It would be very difficult to find experts sufficiently intelligent to cover with exactitude the values of foreign goods. It would cover a higher degree of intelligence than the Government would be likely to obtain in most cases.

If you will cover the difference between the lowest point of European labor and the highest point of ours, giving us the benefit of the protective point either in raw material or fabric, you will find the solution between the two as to the amount of reduction in the cost of production if the duty is reduced one-third.

The domestic wholesale price in our regular goods, flannels, probably 5 cents would cover the variation in 1884, 1890, and 1892. This is based on goods at 32½ cents.

There has been an increased competition, but from domestic sources.

We desire a specific duty as likely to afford greater protection, and possibly less likelihood of mistake or abuse on part of the appraiser.

The outlook of our goods is far from encouraging, and we can not see our way clearly enough to push things.

The tendency of wages during past twelve months has been to reduce them to lower rates. Within a few days the largest manufacturer in our county reduced wages 15 per cent.

In matters of expenditure of workmen it depends very much upon the individual. Their rents are from \$4.50 to \$8.33 per month. With a knowledge of the cost of fuel, clothes, and food the whole thing would be covered, leaving out sickness. Add a trifle for fuel in New England, and the cost of living over the country would not vary much.

Your duty on flannels under the Wilson bill is not enough in proportion to other goods. Many dress goods are merely flannels without expensive finish, and I think you give them 40 per cent as against 25 per cent. This is not scientific reduction, and it should be evened up and strike the mean difference between both.

No. 5917.

Reply of Mayfield Woolen Mills, of Mayfield, Ky., manufacturers of cassimeres.

[Established in 1874. Capital invested, \$120,000.]

The value of the annual product is \$250,000 worth of staple cassimere pants, worth \$12 to \$30 per dozen.

We closed down over two months last year on account of the money panic.

To place domestic productions on an equal footing with the foreign product the rates of duty should be we think 40 per cent on woolens, if we get free raw material.

If the rate of duty upon our class of manufacture were reduced one-third, we think a reduction in the cost of production of about one-seventh to one-tenth would be necessary.

We have never sold to wholesale dealers.

There has been a considerable increase in competition.

We prefer specific duty.

We are not manufacturing as many goods as in 1892 on account of backwardness of the trade, caused, we think, by slow legislation in regard to silver in 1893.

Wages are lower and are still going lower.

Cost of living of skilled workmen is about \$12 to \$15 per week.

The price of living has decreased according as the price of almost everything consumed.

The present depression is due to the tariff agitation and the unsettled condition of the silver question in 1893.

Our raw materials are wool, dyestuffs, etc.

Our goods are necessities.

We pay the rate of 8 per cent on loans.

Immigration has had no effect on our business that we know of.

About one-tenth of our labor is skilled.

Reduction of duty on goods must be met by reducing wages, if our

raw material is not reduced, and by cutting all other expenses as much as possible.

We employ 75 men, 11 boys, and 300 women.

Our hours of labor are sixty per week.

Foreign articles enter into competition.

We do not export.

The cost of manufacture has decreased since 1883. The decrease has been in materials and labor, but labor has decreased but little.

Selling prices have decreased since 1890.

With free raw material a duty would be necessary on the manufactured product.

Wholesale prices have decreased since 1892.

We desire free raw material, etc., and a duty on manufactured products sufficient to protect labor.

No. 5918.

Reply of the Georges River Mills, of Warren, Me., manufacturers of suitings, chevots, etc.

[Established in 1878. Capital invested, \$100,000.]

The rate of interest paid is 6 per cent.

The character of the goods made is what is called all-wool Scotch suitings or chevots, almost the same as is made in the south of Scotland; not any shoddy or cotton or anything, but all pure wool is used, as it comes from the sheep's back. It is what is called a seven-set mill. Our annual production of goods is from \$220,000 to \$240,000.

The mill has run steadily for fifteen years up till last July and had always all that it could do and more, but since that time it has not run half time, and even running that we have not been able to sell near all the goods that has been made. We have run more for the sake of the help than anything else, and am sorry to say that what goods have been made in that time have been sold at a loss to the mill. The result will be a total shut down soon, unless things change for the better.

We have always paid our help good wages and would like to continue doing so—that is, provided orders can be got to run the mill at a price that will warrant doing so.

Within the past ten years the price of our goods has fallen over one-fourth.

The competition of mills using shoddy and other mixtures has had an effect.

Since last July the price of the goods has fallen at least 20 per cent more, and where they seem to be going is more than I can tell.

Should things go on as they are now doing I can see nothing but ruin looking us right in the face, and the sooner that something is done, if it can be, to put the woolen industry on a firm and sure foundation, the better, or we will have to go out of the business.

Wages, so far, we have not cut down, as we do not think the help are making a living now, but should the Wilson bill pass as it now is, and we have to take orders at such low prices, will have to do so, but would be sorry to see this done.

Please to pardon me, but the writer has worked fifty years in woolen mills, the half of that time in Scotland, so that I know what it is to

work in a mill there as well as here, and may the day be a long way off when the help in this country have to work for the same wages as they do there, and I hope that you will try and give us such an amount of protection so as to prevent that.

When this mill runs full time it is sixty hours per week.

Only about half of the help employed are what I would call skilled. The trouble is they do not stay long enough to become so. It is a great country, you know, and they do not settle to any one thing the same as the help does in other countries, but they are good help for all that.

No. 5919.

Reply of Norristown Woolen Company, of Norristown, Pa., manufacturers of cassimeres.

[Established in 1889. Capital invested, \$100,000.]

The value of goods manufactured during the fiscal year ending October 31, 1890, was \$112,633; October 31, 1891, \$153,328; October 31, 1892, \$180,308; October 31, 1893, \$205,300. Our mills have been running full time since December, 1889, stopping only holidays, until July 17, 1893, when after a stop of two weeks we commenced running on what amounted to a production of three eighths of our capacity, which continued until November 27, when we closed down, discharging all our employes except the watchmen; the cause of our closing down being no demand for our goods, on account of the demoralizing effect of the threatened tariff legislation of the Democratic majority in Congress.

We desire no change in the wool and woolen schedule of the present tariff law. We can not say what reduction in the cost of production of our goods would be necessary if the rates of duty were reduced one-third. It would largely depend upon the valuation put upon their goods by foreigners for importation to this country. With a strictly ad valorem duty and the tendency to undervaluation, we are inclined to think we would not be able to run our mills at all.

The price of our goods in 1890 was \$1.80 per yard; in 1892, \$1.75; at the present time we are accepting orders at \$1.42½, in order to start up our mills and give our hands some work.

There has been increased domestic competition in our line of goods during the last four years but no foreign competition.

We desire the present rate of duty to continue, but if there is any change made we desire the duty to remain in part specific, as specific duties can not be avoided in importing goods.

We resume operations to-day (February 26, 1894) with one-half of our looms, having concluded to take orders at prices fixed upon our goods by some of our largest customers in order to get our mills running again and give some work to our employes, who have been unable to secure work since we closed down in November last, on account of the general prostration of all industrial enterprises. The tendency of wages has been downward during past twelve months. If the Wilson bill becomes a law the decline in wages will continue until we reach the foreign wages basis. We are unable to give the cost of living of our skilled workmen. Our wage list has varied from \$1.25 to \$5 per day for our workmen. They have all been able to live, and were well satisfied with their pay.

At present we have been compelled to reduce the pay of all our employés.

The existing law and its operations are entirely satisfactory to us, and the suggestion we make is to let it alone and try no experimental theories. The condition of the business of the country under the threat of a change should convince any unprejudiced person that the tendency of the tariff legislation of the present Congress is suicidal to the best interests of the country.

No. 5920.

Reply of Hartford Woolen Company, of Hartford, Vt., manufacturers of woollens, worsted, and cassimeres.

[Established in 1886-'87. Capital invested, \$100,000.]

Our product each year has been as follows:

	Yards.		Yards.
1887 (June to December 31).....	83,681	1891.....	158,763
1888.....	156,547	1892.....	179,317
1889.....	161,176	1893.....	107,518
1890.....	200,311		

In 1894 there has been no production; our mill is shut down.

In the latter part of August, all of September, and three-fourths of October, 1893, we were closed down for lack of orders. And after the 25th of November, same year, we shut down indefinitely from same cause.

The tendency of domestic wholesale prices in successive seasons on the same fabric has been downward.

We desire a specific and ad valorem duty; there is less temptation and opportunity for fraud.

We are not manufacturing as many goods as in 1892 on account of lack of orders. Fear lest disastrous results shall follow tariff changes is the cause.

Wages are from the highest ever known in town to any price one will pay.

Our workmen usually spend all they earn.

Leave the rates of duty as they are.

Meats are higher; other products the lowest ever known.

The present depression is due to the tariff agitation. Let the tariff alone so far as wool and woollens go.

Our raw materials are wool, wool substitutes, cotton, silk cotton, and worsted yarns, dyes, coal.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Immigration tends to increase our business.

Probably 95 per cent of our labor is skilled.

Reduction of duty on goods must be met by stopping the mill or cutting wages and raw materials.

We employ from 60 to 75 men, 25 to 30 women, 10 to 15 children. We work sixty hours per week when running full time. Foreign articles enter into competition with ours.

We don't export.

Cost of manufacture has increased since 1883—in labor, from 10 to 20

per cent. Raw materials were slightly reduced in some instances before the present administration.

Selling prices have decreased from 16 to 20 per cent since 1890.

We do not import directly at all.

With free raw materials there would be a necessity for a customs duty on the manufactured product.

Wholesale price in 1892, \$1.35 per yard; 1893 and 1894, 80 cents to \$1.15 per yard.

I recommend for our industry the tariff act of 1890 exactly as it stands, and hope the Senate will have the wisdom to maintain it.

No. 5921.

Reply of Thomas Kitson, of Stroudsburg, Pa., manufacturer of cassimeres, suitings, etc.

[Established in 1884. Capital invested, \$100,000.]

The value of our production is \$200,000 annually of overcoating, suitings, cloakings, and cassimeres.

I have never run less than full time until September, 1893. Since then there has been no demand for goods.

To place domestic products on an equal footing with foreign productions 30 per cent specific duty is necessary.

If the rate of duty upon my class of manufacture were reduced one-third, a reduction of 25 per cent on labor would be necessary to reduce the cost of production.

The domestic wholesale price of cloakings in 1884 was \$1.25 per yard; 1890, \$1.10; 1892, \$1.10; at present, \$1.

There has been an increase in domestic competition during the past four years.

I desire a specific duty because there is less chance for fraud through undervaluation.

I have been shut down for three months on account of no orders. Have started with 20 per cent off labor; there is a very light demand for goods.

The cost of living of a family of a skilled workman is \$35 to \$40 per month, including rent.

The price of living has decreased during the past four years.

The cause of the present depression in trade is tariff agitation; remedy, veto the Wilson bill.

Wool is my raw material.

My goods are necessities.

I pay the rate of 6 per cent on loans.

Immigration has no effect on my business.

Sixty per cent of my labor is skilled.

I must meet any reduction of duty on goods I manufacture by using wool substitutes, cotton, or Jerry Simpson wool.

I employ 65 men and 45 women. I pay ordinary labor \$1.25 per day, skilled \$1.50 to \$3 per day. They work sixty hours per week.

I have no foreign competition.

None of my goods are exported.

The cost of manufacture has decreased since 1883 to 1893 10 per cent; 1893 to 1894, 20 per cent. The decrease has been in materials.

My selling prices have decreased since 1890 to 1893 15 per cent; 1894, 20 per cent.

There would be a necessity for a customs duty on manufactures with free raw material.

Wholesale prices have been as follows: 1884, \$1.25 per yard; 1890, \$1.10; 1892, \$1; at present \$1, and no demand.

No. 5922.

Reply of Crosby Manufacturing Company, of East Glastenbury, Conn., manufacturers of cassimeres.

[Established in 1834. Capital invested, \$90,000.]

We are now manufacturing union cassimeres, but earlier made satinetts.

Since August 1, 1893, we have run less than one-fifth of the time, owing to lack of orders.

We find, since the present tariff became a law, that we are not over-protected. The profit per yard is very small. The demand for goods in 1891, 1892, and the first half of 1893 was large. This gave us fair returns. We employ about 110 hands, paying for the same \$1.40 per day. None of our manufacture is exported.

In 1834 there was a business of about \$50,000. From 1847 to 1856 there was very little business done and in 1856 the company failed. In 1858 a new company was formed, doing a business of about \$60,000.

Business of 1863 was \$150,000, and continued about the same annually until 1872. From 1872 till 1875 it was \$100,000, when the company again failed. Since 1875 our business has been as follows:

1876.....	\$68,000	1890.....	\$150,000
1877.....	95,000	1891.....	225,000
1878.....	105,000	1892.....	225,000
1879.....	125,000	1893 (first half)	126,000
1889.....	150,000	1893 (last half).....	8,000

No. 5923.

Reply of Appleton Woolen Mills, of Appleton, Wis., manufacturers of woolen yarns, cassimeres, flannels, etc.

[Established in 1881. Capital invested, \$75,000.]

We manufacture wool yarns, cassimeres, flannels, and paper-makers' felts.

We have run on full time up to August, 1893, when we had to slack off for want of business.

The tariff act of 1890 is all right in our judgment.

Reducing the rate of duty one-third would necessitate a reduction of about one-third in the cost of production.

Domestic wholesale price of our goods is at least 20 per cent lower now than formerly.

There has been an increase in competition in the past four years.

We desire a specific duty, because there is less chance for fraud.

We are not producing as many goods now as in 1892, because there is not as much demand.

The tendency of wages during the past twelve months has been downward.

Leave the rates of duty as they are now.

Price of living in our locality has decreased during the past four years.

The present depression, in my opinion, is due to the lack of confidence. The remedy would be to let the tariff alone.

Our raw materials are wool and dyestuffs.

Our goods are necessities.

We pay the rate of 7 per cent on loans.

Our skilled labor is about half in the cost of manufacture.

Reduction of duty on goods must be met by reducing labor and raw material.

Our laborers are employed sixty hours per week.

Foreign articles of like kind enter into competition, but we can not say to what extent.

None of our goods are exported.

Cost of manufacturing has decreased since 1883. The decrease has been in both materials and labor.

Selling prices have been decreased since 1890.

With free raw material there would be a necessity for a duty on manufactured articles.

Wholesale prices have decreased since 1892.

The tariff act of 1890 suits us all around.

No. 5924.

Reply of Saxony Manufacturing Company, of Newburg, N. Y., manufacturers of woolens.

[Established in 1846.]

Our mills are stopped and will never start again if the present bill now before the Senate becomes a law. This business was started in a small way by my father in 1846, but it did not amount to anything until we got protection in 1861. From that time up to 1873 we had a good business and made money which we have spent in improving the plant. As the years went on competition became more and more keen, and it became a question as to which particular Yankee's mill would survive. We tried to keep abreast of the times and put in all the most improved machinery to do the work, thinking that would result in the "survival of the fittest." During all this time wages were getting higher and higher, until, in 1892, we were paying for some classes of help three times the rates paid in England and four times what was paid on the Continent. This I state after four visits to the other side of the Atlantic, where each time I had ample opportunity to look into the working of things over there. I have no doubt that we could get along under the Wilson bill if we could get our labor for the same rates. But can we do this? I feel certain that we can not, for it would require a reduction of from 50 to 60 per cent, and even then we would not get the American market in full, as some will have the foreign arti-

cle no matter what it costs or whether it is any better or not. This class of purchasers is made up of the rich, and those who ape them, otherwise called "dudes," who want something different from most people, and are willing to pay for it, because it is "English you know." I know that my English friends want the Wilson bill. I am no politician. I have voted the Democratic ticket, but when it became a question of protection or "steps towards free trade," I naturally became a Republican on business principles. I do hope that you gentlemen of the Finance Committee will report adversely to the Wilson bill, and give us a bill that will fully cover the difference between wages paid here and the lowest of the foreign countries. If you do this, prosperity will abide with us, and the faces of the manufacturers and workmen will broaden, while they will get elongated on the other side of the water. Nothing is patriotic that gives the markets of America to the foreigner. I do hope you will save our markets.

For heaven's sake, if you should put a duty on raw wool, don't fail to put a corresponding duty, or rather an increased duty, on woolens. The Wilson bill as it came from the House did not give duty enough on woolens, and I note that the Senate bill as about to be reported makes the duty still less. If the bill should pass in what I understand to be its present shape, it will ruin a great many small men who have been workingmen most of their lives and have within a short time started for themselves. Those of larger means might be able to hold on for a few years, but it would only be with the hope of a change back again to something near the old duties.

JAS. HARRISON, *Treas.*

No. 5925.

Reply of Jamestown Woolen Mills, of Jamestown, N. Y., manufacturers of cassimeres and flannels.

[Established in 1854. Capital invested, \$——.]

After forty years of success in the woolen business we were obliged, last October, to close our mill, and are still shut down, with no prospect of starting up again very soon. We have a large stock of cloth on hand which we are trying to dispose of even at a great loss. We certainly can not start up again if the Wilson bill passes in its present shape and compete with foreign goods unless we greatly reduce wages. If the bill should pass, I beg of you not to have it take effect before December 2, 1894. The writer supported Grover Cleveland for governor and three times for President; attended both conventions at Chicago when he was nominated.

[Special to the Buffalo Express.]

Allen's Opera House, Jamestown, was crowded to-night (December 22) at a meeting of citizens, irrespective of party, called to protest against the Wilson bill. The Hon. Jerome Preston, a Democrat, presided. Workingmen were represented among the speakers. Resolutions condemning the Wilson bill and demanding its defeat were passed unanimously. "America" was sung and the United States was cheered. A monster petition for the defeat of the bill will be forwarded to Congress.

The writer of this letter is the head of the firm of the Jamestown Woolen Mills, and the person referred to in this clipping.

No. 5926.

*Reply of French & Ward, of New York City, N. Y., and Stoughton, Mass.,
manufacturers of woolen goods.*

[Established in 1860.]

We call our business manufacturing woolen goods. Democratic newspapers and Congressmen call it robbing the people. You can take your choice between the two; its all the same now any way; the robbery is stopped and the business is killed.

We commenced to curtail production the day after the Presidential election, November, 1892. Since March, 1893, we have run part of the time and stopped a good deal of the time. The cause is the unfriendly attitude of Congress toward the woolen industry.

From 1880 to 1888 importations of foreign woolens increased from \$33,000,000 to \$63,000,000, while importations of cotton goods, silk goods, iron and steel goods increased not at all. This is proof that the tariff on woolens was too low.

Beginning with 1890, importations of woolens did not increase, and woolen manufacturers ran full and all the time, proving that under the present bill we can compete and hold our position. Why may we not conclude that the present rates place us on an equal footing with foreign manufacturers?

Reduction of duties on foreign woolens one-third will enable foreign manufacturers to land their goods here at lower prices. Must not domestic woolens be reduced in price about as much, or else be displaced by foreign-made fabrics?

Domestic wholesale price of our goods in 1884 was 80 cents per yard; in 1890, 55 cents; in 1893, 53½ cents; and in 1894, 50 cents.

There has been an increase in competition. Domestic competition is sharper and sharper all the time. Instead of collecting their bounties, domestic manufacturers foolishly fight each other and reduce prices continually.

Foreign manufacturers all want ad valorem duties, as they are more flexible. We, having found that under the present bill we can run our factories and sell our goods, naturally prefer duties to be specific.

We take the liberty of informing you that the year 1892 was a year of great business activity; our factories ran all the time, every day of the year; help was fully employed, and we were trying all the year to find more working people. Now, our mills are silent, working people are living on what they saved up or wearing their old clothes and going in debt for food. The cause: Too much tariff reform; too many theorists in high position in Washington, experimenting with the industries of the country.

Wages were reduced during 1893 15 to 20 per cent all around. Pass the woolen schedule as in the Wilson bill and a further reduction will become imminent, manufacturers being such robbers that they will not run at a loss without making their workmen share the loss in part.

Our workingmen are such independent fellows that, having become accustomed to voting as they please, they now claim that what they spend and how they spend it is their own business.

None of our goods are imported—domestic manufacturers have a monopoly of the trade with the right to tax and rob 70,000,000 of people—consequently all our difficulties come from home competition. First, instead of agreeing to rob the people to the extent of the tariff

duties, domestic manufacturers (we are ashamed to confess it to your honorable committee) make too many goods, fight for business all the time amongst themselves, reduce prices, and nullify the "robber tariff," which was passed for their benefit. Perhaps this could be remedied by encouraging foreign importations under low duties, so as to drive out of business half or two-thirds of the domestic manufacturers. This is a suggestion only.

The price of living decreased in our locality about $33\frac{1}{3}$ per cent during the year 1893 and is still decreasing, mainly because we are not living as well as formerly.

The cause of the present depression is the fear of business people, slowly growing into conviction, that the present Congress is organically unable to legislate wisely on tariff matters.

Reduction of duty on goods must be met, first, by reducing wages, cutting off expenses, reducing the scale of living, and by growling; second, by opposing the election of any tariff reformer to the next Congress, which we rise to remark will take place in November, 1894.

We do not care a cent for free raw materials. Let Congress leave the tariff as it is, or as it was, and adjourn.

No. 5927.

Reply of S. Myers & Sons, of Tiffin, Ohio, manufacturers of cassimeres and chevots.

[Established in 1863. Capital invested, \$78,000.]

We ran one-half time during the last ten weeks of 1893, then stopped entirely for six weeks, and started full time March 5, 1894. Short time was due to lack of orders. Lack of orders was due to decreased consumption of goods, incident to hard times, and the greatly decreased amount of goods carried in stock by dealers and manufacturers of clothing on account of tariff changes.

The rates of duty necessary to place domestic products on an equal footing with foreign producers would vary greatly according to the class of goods. Forty per cent with free wool would probably sufficiently protect all classes of woollen goods, unless the highest grades and the lowest. Low, shoddy grades should be protected by a specific duty as well. Their cost in foreign countries, by reason of cheap labor, cheap materials, cheap capital, insurance, and cheap plants, is merely nominal and it is easy to undervalue, but a specific duty can not be avoided.

Probably a 20 per cent reduction in cost of manufacture would be sufficient if the duty were reduced one-third.

Our domestic wholesale prices were as follows: light weights, 1892, \$1.05 per yard; 1893, \$1; heavy weights, 1893, \$1.25, \$1.80; 1894, \$1, \$1.37 $\frac{1}{2}$.

Domestic competition is always on the increase. Foreign competition has decreased for the past three years.

We desire both specific and ad valorem duty. Ad valorem on low grades is not sufficiently protective, and undervaluation is almost certain.

We are not producing as many goods as in 1892, simply because the

demand is less. We write of the present moment. It may increase later on.

The tendency of wages has been downward decidedly, although personally we have made no changes yet.

The cause of the depression is the Wilson bill. Its chief defect, from a woolen manufacturer's point of view, is probably the duty on woolen clothing, which is not high enough, being only 5 per cent higher than it is on woolen goods, thus affording the clothing manufacturer only 5 per cent protection on all classes of clothing that are made from imported goods. This has probably heretofore been a very small proportion of the goods used by clothing manufacturers, but under the Wilson bill a greater quantity of clothing will no doubt be brought in, as labor in Berlin, for instance, is two-thirds less than in this country, and an immense quantity of cloaks, jackets, and men's garments will be imported, thus displacing a great many American goods. We do not think the American manufacturer requires any protection at all under equal conditions, but labor, capital, plant, insurance, taxes, etc., are all higher here, and some of the items named very greatly higher than in England, France, Germany, or Belgium, our chief competitors.

No. 5928.

Reply of Everett Woolen Company, of Great Barrington, Mass., manufacturers of cassimeres.

[Established 1836.]

The value of our production is from \$300,000 to \$500,000 annually.

In 1892 we ran full time. Since August, 1893, to January, 1894, we have run one-half time. Since January, 1894, we have been entirely shut down.

We had orders enough August 1, 1893, to run our mill full time until January or February, 1894. A large amount of them were cancelled, values were reduced on a large amount, and the mill lost money on what it did produce. The trade would not receive the goods except at reduced value, and the goods being in process of manufacture were worthless unless finished. In December, 1893, we offered our new line of samples in heavy-weight cassimere to the trade. Price this year, \$1.37½ per yard; last year, \$1.65 per yard. At this time last year our entire production of the same goods was sold up to September 1. This season, so far, we have sold 4 pieces or 132 yards only. Our price is now based upon "free wool" and a reduction of 40 per cent in wages. If we get orders enough to run, our proposition to our help is, in consideration of reduced wages, to divide among them on the 1st day of July, 1894, all and any profit which the mill makes. So far we are selling no goods. The buyers claim they will get along with as few goods as possible until January, 1895, as then foreign goods will be bought for less money.

Under the present law the duties are correct.

If, under the Wilson bill, with "free wool," to equal the cost of foreign goods wages must be reduced 35 to 40 per cent.

To maintain present wages, with free wool, understanding the question that you simply desire to equal the cost of foreign goods (in our market), with no protection whatever to American producers, we

should say: Any rate of ad valorem duty is an unknown quantity. By specific and ad valorem, should say: To simply equal foreign goods 30 per cent ad valorem and 12 cents per pound.

Under this rate whatever amount of foreign goods are undervalued will be so much less than we can produce the goods for here.

With "free wool" (which we do not advocate), one-third reduction upon present duties, would not necessitate any reduction in cost of production on our goods.

Our domestic wholesale prices were as follows: 1884 to 1890, \$1.65 per yard; for heavy-weight goods, 1892 to 1893, \$1.62½ per yard; for light-weight goods, 1884 to 1890, \$1.32½ per yard; 1890 to 1891, \$1.27½ per yard; 1892, \$1.17½ per yard. For 1894, \$1.37½ for heavy-weight goods. This is with 40 per cent discount upon labor.

There has been no increase in competition in the past four years.

We desire both specific and ad valorem duty. Ad valorem duty always was, and always will be, a fraud.

We are producing more goods than in 1892 on account of tariff disturbance and lack of confidence in values.

Wages in 1892 advanced on an average 3½ per cent.

We have no trouble whatever in construing the existing tariff law.

We have as good a 13-set mill as most any in the State. It cost \$400,000. If the Wilson bill becomes a law we will sell it at 25 cents on the dollar of cost, or for \$100,000.

No. 5929.

Reply of the Warren Woolen Company, of Stafford Springs, Conn., manufacturers of woolen goods.

[Established in 1855. Capital invested, \$60,000.]

We stopped in August, September, and October, 1892, and have run one-half the works on three-fourths time since, caused by proposed reduction of tariff.

To place domestic productions on an equal footing with the foreign product the rates of duty should be 50 cents and 25 per cent.

If the duty is reduced one-third, 50 per cent reduction in cost of production will be necessary.

Domestic wholesale price of goods in 1884 was \$2.25; 1890, \$2.12½ per yard.

There has been an increase in competition in the past four years.

We prefer a specific duty, because of less chance of fraud.

Our production is not over 25 per cent of what it was in 1892, because the market is prostrated by loss of confidence by trade in the ability and disposition of the administration to legislate for the interests of the country.

The tendency of wages has been rapidly downward.

We have no difficulty in construing the existing laws. We would leave them as they are. They are better than any proposed changes by the present Congress.

There has been no special change in cost of living during the past four years.

The proposed radical reduction of the protective tariff has caused the

depression. Our remedy is for Congress to pass an act that no further tariff propositions shall be considered during present the administration.

All articles used in our manufacture are raw material to us, while at the same time none there are but have been manipulated to more or less extent.

Our goods are necessities to human comfort at all times and the preservation of life at this season of the year.

We pay 6 per cent on loans.

Effect of immigration has been to extend our business.

All skilled labor is employed by us.

Reducing wages is our only remedy if the duty is reduced, as labor is the only thing that enters into the cost of a necessity.

We employ 150 hands at \$1 to \$5 per day. They work sixty hours per week.

Foreign goods enter very largely into competition with ours.

None of our goods are exported.

Upon the whole, there has been no material change in the cost of manufacture. The great increase in wages has been offset largely by improved machinery and methods, so, although the operative is better cared for than ever in the history of the world, capital is getting about the same return. (This reply is to apply to the situation in 1892.) Of course the same people that were well cared for and happy in 1892 are to-day in great want—many of them.

Selling prices have decreased since 1890.

Almost wholly domestic products are consumed in our manufacture.

Very little dutiable material is used by us.

There would be a necessity for duty on the manufactured article even with free raw material.

Wholesale prices have decreased; in 1884 the price was \$2.37½, in 1890 and 1892, \$2.12½ per yard.

We recommend no change of rates, no special change of laws, but greater honesty in execution by Government employés.

Replying in a general way to your inquiries, it is my candid opinion that any proposed legislation of such a radical nature (as changing from protection to revenue only tariff) will prostrate our industry, and it will require years for it to adjust itself to the change, should it become a law. The country went along under a moderate rate of protection many years, and so long as no extreme measure was proposed, we could adjust ourselves to the situation; but under Cleveland's first administration Mills and his followers made such desperate efforts to bring about radical changes that trade was greatly alarmed, and at the next election the party that proposed the most radical changes the country had ever dreamed of was defeated, and a party came in, after learning what Mills proposed, and went for radical protection in place of free trade. As a result we have the tariff act of 1890, under which the country has prospered as never before, and we should be going on in the same way to-day if the party was in power who has a true understanding of the needs of our country. So we claim radical measures were first proposed by the Democratic administration under Cleveland's first term, and if there is anything wrong about the tariff act of 1890 the Democratic party is responsible for it.

No. 5930.

Reply of the Albany Woolen Mills Company, of Albany, Oreg., manufacturers of cassimeres, tweeds, kerseys, etc.

[Established in December, 1889. Capital invested, \$57,000.]

We manufacture cassimeres, tweeds, kerseys, and blankets; about \$120,000 worth annually.

We did not run full time in December, 1893, and January, 1894, on account of financial depression in the country.

Our domestic wholesale price in 1890 was \$1.60 to \$1.90 per yard; 1892, \$1.40 to \$1.75; at present, \$1.25 to \$1.55.

There has been no increase in competition during the past four years.

We desire a specific duty, as it is not so easily evaded.

We are not making as many goods as in 1892, because there is not the demand for them.

Wages have been tending downward during the past twelve months.

There has been very little difference in the price of living during the past four years, but some articles are cheaper.

The cause of the present depression in trade is, in our opinion, the general want of confidence.

Our raw materials are wool, cotton, oils, and dyestuffs.

Our goods are necessities.

We pay 8 to 10 per cent on loans.

The class of immigration that is coming to the country is having a depressing effect on all kinds of business.

Eighty to 90 per cent of our force is skilled labor.

As to the reduction of duty on goods we manufacture, what we can not meet in the price of raw materials will have to come out of labor.

We employ about 55 hands. They work sixty hours per week.

Foreign articles of like kind enter into competition with us; we don't know to what extent.

None of our goods are exported.

The cost of manufacture has decreased since 1883, mostly in materials.

Our selling prices have decreased since 1890.

Over 50 per cent of agricultural productions is consumed in our manufacture.

Dyestuffs are the materials we use on which there is a duty.

If our raw material were free there would be a necessity for a customs duty on the manufactured product.

No. 5931.

Reply of Liberty Woolen Manufacturing Company, of Bedford City, Va., manufacturers of cassimeres, etc.

[Established in 1884. Capital invested, \$50,000.]

Our capacity is from 40,000 to 50,000 6-4 yards per annum, cassimeres and cloths for men's wear. Our military cloths are a specialty.

We have not been able to run to our full capacity all the time because of the difficulty in finding a market for our goods. We have run to

full capacity for a year or more, but with little compensation for our work above cost. Since about September 15, 1893, we have worked chiefly upon a contract with Gen. W. B. Franklin, president, etc., National Homes for Disabled Volunteer Soldiers. We regard the business in our line very much overdone, all manufactures being confined to our home market, by reason of the high duty on wool. We believe that the cost of wool by reason of the duty has been the bane of the American manufacturer, and that with free wool they will be able to produce as good cloth as any people in the world for about the same cost.

We have not reduced the wages of our operatives.

Living here is cheap. One of our most intelligent foremen gives us an estimate showing that his family, self, wife, and five children live on \$38 per month.

We can not say as to ad valorem or specific duty, but we do not expect to see the Wilson bill improved upon, and therefore pray that you will give us that as it passed the lower House as soon as possible.

As to our opinion of the cause of depression in trade—it is not worth much, but we say the cause has been want of confidence, silver, high tariff, boom. Our Government and people have been living too fast, and the sooner we get down to a reasonable economical basis the better.

Our material is wool only.

We employ about 70 hands, at 40 to 60 cents per day for boys and women; 75 cents to \$1.25 for men, and \$2 to \$2.50 per day of ten hours for skilled labor. We have native people only, and they do well.

Give us the Wilson bill soon.

No. 5932.

Reply of Chambersburg Woolen Company, of Chambersburg, Pa., manufacturers of cloakings, cassimeres, etc.

[Established in 1866. Capital invested, \$50,000.]

The value of our annual production is \$150,000, consisting of ladies' cloakings and cassimeres.

The past six months have been running half our usual force.

To place domestic productions on an equal footing with the foreign product, 40 per cent ad valorem duty would protect, if goods were honestly invoiced, which we believe will not be done. We would prefer 20 cents per yard specific duty and 30 per cent ad valorem in order to compensate for difference in price of labor, and for the over product of foreign goods which are disposed of in our country at any price, which curtails production in this country.

If the rate of duty were reduced one-third on our class of manufacture, one-third reduction in the cost of production must come out of labor.

We are selling the same goods as in 1884 only in one line, 6-4 ladies' cloakings. Wholesale price in 1884, \$1.38 per yard; in 1890, \$1.15 per yard; in 1892, \$1 per yard.

There has been a great increase in domestic manufacture the during past four years.

We prefer a specific duty if possible, because it can be collected fairly and honestly. Under ad valorem duties the consignor and consignee are the same, and undervaluation is almost sure to prevail.

Our production is about one-half the amount of 1892; we have no demand for our goods.

Wages have remained the same with us up to last January; since then they have been lower.

Cost of living of a family of 4 is about as follows: Rent, \$150; living, \$300; clothing, etc., \$150; total, \$600. Family of 3: Rent, \$100; food, \$200; clothing, etc., \$100; total, \$400.

We have no difficulty in construing the law, if honestly carried out. We have grave doubts as to collecting duties on an ad valorem basis.

The price of living has been somewhat cheaper during the past four years.

The cause of the present depression in trade is overproduction and lack of confidence in the future, which has closed many of our industries and thrown labor out of employment, and thereby curtailed consumption.

Our raw material is wool.

Our goods are necessities.

We pay 6 per cent on loans.

Immigration has no effect on our business.

Nearly all our force is skilled labor.

Reduction of duty on goods must be met by reducing labor.

We employ 40 men and 5 women at present, one-half our usual force. They work forty-eight hours per week.

We have very little foreign competition.

We do not export.

The cost of manufacture has decreased 10 per cent since 1883. The decrease has been in both labor and material, but mostly in material.

Our selling prices have decreased since 1890.

About one-half the material consumed in our manufacture is domestic wool. There is a duty on dyestuffs; we do not know the rates.

We need a duty with free raw material to compensate for difference in wages; also for protection against foreign goods being dumped on our markets to unload overproduction.

Goods have decreased in prices from 1884 to 1892, and in the past six months there has been a much larger decrease.

We believe it unwise to make any radical change in our tariff laws in the present depressed state of the country. While we believe in tariff reform, we also believe in protecting our industries; also raw material, in which labor is deeply interested, the curtailment of which destroys the purchasing capacity of our people.

We would prefer 50 per cent on woolens and 25 per cent on wools to Wilson bill—40 per cent on woolens and free wool.

No. 5933.

Reply of the Zanesville Woolen Manufacturing Company, of Zanesville, Ohio, manufacturers of woolen goods.

[Established in 1870. Capital invested, \$50,000.]

We are now closed down.

We ran last year (1893) from February 4 to December 1. In 1892, owing to making repairs and additions, we did not start up until April 18, and closed down December 24.

We know of no foreign goods competing with our product, and the

change of tariff on wool and dyestuffs will be the only feature which will affect us.

In 1884, 1890, 1892, and at present, the wholesale price of yarn has been 80 cents per pound. Our yarns are all of a uniform grade.

There has been no noticeable change in domestic competition since 1890.

All things being equal in ascertaining the value or quantity, we would prefer the specific duty.

We were closed down for repairs in 1892, and are now closed down for lack of orders, which we attribute to the failure of the Senate to decide the tariff question.

There has been no change in price of wages with us so far.

We can not give the cost of living for our workmen. We pay them from \$6.60 to \$12 per week. Most of them have assistance from their children.

We vary in our opinions as to what suggestions we could make, excepting in one particular, and that is let us know at once what we may have to base our prices on for the ensuing year.

We note no appreciable changes in the price of living.

The depression in business has been caused by the delay in passing the law under consideration. We want you to do at once whatever you are going to do.

Wool and dyestuffs are to us raw materials.

Our goods are necessities.

We pay 6 per cent on loans.

Immigration has no effect on our business.

We would say in regard to the amount of skilled labor employed by us that the heads of departments might be the only ones so considered, but all require training to a considerable extent to be valuable.

We employ 17 men, 37 girls and women, and 6 boys, who work fifty-nine hours per week.

We do no exporting.

There has been no change in the cost of manufacturing since 1883.

Our selling prices are the same as in 1890.

We use domestic wools altogether in our manufacturing, and pay no duty on our materials, excepting on dyestuffs, which we buy of dealers.

No. 5934.

Reply of Berkeley Woolen Mills, of Wales, Mass., manufacturers of kerseys and meltons.

[Established in 1889. Capital invested, \$40,000.]

The amount and value of kersey and melton overcoatings made have been as follows:

	Quantity.	Value.
	<i>6-4 yards.</i>	
1890.....	69,000	\$124,000
1891.....	85,000	145,000
1892.....	98,000	160,000
1893.....	57,000	80,000

Our mills were idle from July 20, 1893, to November 15, 1893, when they were started up with two-thirds force, running two-third's time until February 1, 1894. We are idle at present.

To place domestic products on an equal footing with foreign products, speaking for our own product without positive knowledge, we would say 75 per cent ad-valorem duty would be necessary, with honest appraisal and administration.

Wages we pay are greatly in excess of those paid in any other country making similar goods.

About 25 per cent reduction in cost of production would be necessary if the duty were reduced one-third upon our class of manufactures.

Domestic wholesale prices were in 1890 \$1.80 per yard, net; 1892, \$1.72; now, \$1.35.

Domestic competition has increased largely since we began business, in 1889.

We desire a specific or compound duty because of the freedom from low appraisals and undervaluations.

We are not manufacturing as many goods as in 1892, because the demand is very slight in anticipation of lower duties.

Wages have been tending downward during the past twelve months.

We have no difficulty in construing the existing law in regard to importations. We prefer the present law unchanged.

The price of living has decreased probably 20 per cent during the past four years.

The cause of the present depression in trade, in our opinion, is the fear of low tariff. Let it alone.

Wool is our raw material.

Our goods are necessities.

We pay 6 per cent on loans.

Immigration has been a benefit to our business.

We get many thrifty skilled workmen from abroad on account of the better wages paid here.

Fifty-five per cent of our labor is skilled.

We must meet any reduction of duty on goods we manufacture by a closer economy and a reduction in wages.

We employ 65 men, 15 women, no children. We pay ordinary labor \$5.50 to \$9 per week; skilled, \$10 to \$30 per week. They work fifty-eight hours per week when in operation full on time.

We have no foreign competition under the existing tariff, except on very high grades of our product.

None of our goods are exported.

Cost of manufacture has decreased 15 per cent since 1883. Wool has decreased, while labor has increased.

Our selling prices have decreased since 1890.

Our consumption of agricultural products includes \$70,000 worth of wool. We also use supplies, etc., manufactured, and coal, \$10,000.

Domestic wools are used entirely. Duty is paid upon various dye-stuffs and coal-tar colors, alizarines, etc., at various rates.

If our raw material were free there would be a necessity for a customs duty on the manufactured product.

We desire no change in the existing rates of duty or administrative customs laws.

No. 5935.

Reply of ———, of ———, manufacturers of woolsens.

[Name and location withheld by request.]

[Established in 1889. Capital invested, \$37,000.]

The value of our production is \$200,000 to \$250,000 per year of fine worsteds at \$2.50 to \$3 per yard.

We ran full time till September, 1893, then closed for five weeks, and since then have been running two-thirds machinery for fifty hours per week. Cause, due entirely to tariff agitation and consequent uncertainty of buyers as to what to order in face of fluctuation of prices.

To place domestic products on an equal footing with foreign producers the duty should be 60 per cent ad valorem. This is required to make up the difference in wages between ourselves and Great Britain, and high interest charges in this country, also high cost of living here, high rents, expensive machinery, and great cost of supplies of all kinds.

Twenty-five to 30 per cent reduction in the cost of production would be necessary if the rate of duty were reduced one-third on our class of goods.

Our wholesale price in 1890 was \$2.50 to \$3.25; 1892, \$2.37½ to \$3, showing a decrease under the tariff of 1890 of 13½ to 25 cents per yard, owing to increased domestic competition by the establishment of new industries and enabling manufacturers by increased sales to cut the margin of profit closer.

The greatest increase of competition with our goods has been with domestics, though the present tariff has not been prohibitive to foreign makes of the highest grades which might be termed luxuries.

We would desire both specific and ad valorem to guard against undervaluations.

We are not manufacturing as much as in 1892, in fact only about 60 per cent, and to get even that an increased force of salesmen has been necessary. This is entirely owing to tariff agitation.

The tendency of wages during the past twelve months has been to a lower basis, owing to lack of demand for labor, and if not checked, there is every indication that labor will come down still further.

Our skilled workmen can board anywhere in town for from \$4 to \$5 per week.

There is no difficulty in construing the existing law, provided honest values are put on the goods when they are sent in.

There has been no change in the cost of living since 1890.

The cause of the present depression is the tariff agitation and lack of any fixed governmental policy for a stated term. Could any fair tariff be put in force for a period of, say, ten years, it would give manufacturers an opportunity to figure cost of production closely, and to remedy a great many existing abuses in the trade which creep in under a continual change of policy.

Woolen and worsted yarns of all kinds are our raw materials.

Our goods are necessities.

We pay 6 per cent on loans, against 2½ to 3 per cent, which is the prevailing rate in England.

Immigration has no doubt increased the consumption of our goods.

We employ 95 per cent of skilled labor.

To meet the proposed reduction in duties we must of necessity cut wages 25 to 30 per cent.

We employ 110 hands. Wages of skilled labor are \$1.50 to \$3.25; unskilled labor, \$1; children, 45 to 75 cents per day.

Our hours of labor are sixty per week when on full time.

Foreign articles enter wholly into competition with ours.

None of our goods are exported.

The cost of production has increased since 1893, owing to the rise in wages, but has decreased owing to materials being cheaper.

Our selling prices have decreased since 1890.

We use about 50 per cent of domestic wool in our manufacturing.

Our dutiable material is Australian wool; the rates are as per the tariff act of 1890.

Should raw materials be sent in free we would still require protection on goods manufactured.

Wholesale prices for 1890 and 1892 for yarns we use were \$1.25 and \$1.12½ respectively; price for 1893, \$1 per pound.

We would be quite satisfied to see the present tariff remain as it is, or free wool with an equivalent protection on woolen goods.

We would respectfully submit the following:

By the Wilson bill the proposed duty of 35 per cent on yarns, 40 per cent on cloth, and 45 per cent on clothing gives the yarn-spinner an undue advantage over both the manufacturer and clothier. The cost of turning yarn into goods is greater than that of turning wool into yarn, and we think that if only a duty of 40 per cent is to be given on cloth that the duty on yarn should be no more than 20 per cent.

We have also the prejudice in favor of foreign goods to compete against, and it is a well-known fact that foreign goods of same price and value will always secure orders against domestic.

No. 5936.

Reply of Forest Glen Worsted Mills, of Ashaway, R. I., manufacturers of worsted suitings.

The first six months of 1893 wages were the same as in 1892. There were any some advances. During the last six months there have not been any wages to tend. The 1st of January we started up one-half of our machinery, at 30 per cent reduction, merely to keep our help. We are not selling any goods. We can not sell our goods at cost. My impression is that during the last six months in 1893 our workmen lived mostly on faith after exhausting their credit at the stores—those who had no bank accounts to fall back on. You ask us what in our opinion is the cause of the present depression in trade, and what would be our remedy to correct it? In answer to this I would suggest silver as the cause. Repeal the Sherman act and the country will be all right.

No. 5937.

Reply of Dennison Walker, of Pittsfield, Me., manufacturer of cassimeres and chevots.

[Established in 1883. Capital invested, \$90,000.]

I built the mill in 1883-'84. I had \$8,000 of my own and \$20,000 borrowed capital to commence with. My mill at the present time has cost about \$65,000 and I carry about \$25,000 in stock. At the present time I value my mill at \$61,000 and still owe the \$20,000. On this

basis, January 1, 1893, my assets were \$71,000 over all my debts, as every year up to that time I made some gain. Then I was running part of my mill twenty-four hours per day, with orders a long way ahead. Thinking I could do better to enlarge my business and stop night work, I bought a plant in Rhode Island and paid a small sum of the purchase money. I started it up in January, 1893, and it took me three months to get it running. Then I commenced to ship goods on my orders, but by that time my orders began to fall off and I received cancels instead, and buyers returned goods for little or no fault. I, however, continued to run that mill until July, when I shut down and had to meet a loss of 20 to 25 per cent on the goods made. I still continued to run my Maine mill until the middle of August, when I reduced the time to four days per week and discharged part of my hands, and have run short-handed ever since till January, when I took an order which I thought I could fill on my reduced wages, but I find now I should have been just as well off to have stopped the mill. My production is cassimeres and cheviots. My cassimeres in 1891 and 1892 sold at \$1.50 per yard. I am now offering a better piece of goods at \$1.30. My cheviots which formerly sold at \$1.25 I am now offering at \$1.

My raw material is domestic wool and shoddy. My stock costs about 20 per cent less than a year ago; my labor 10 per cent less. My goods are sold to clothiers through a commission house. I pay 6 per cent for borrowed money. I do not think the present duties any too high, and think they should be specific and ad valorem. Our main protection on low-priced goods is the specific. The value of my production was in 1890, \$102,524; in 1891, \$114,306; in 1892, \$146,988; in 1893, \$99,646 in this mill. My weavers and spinners who, before the depression, earned \$1.50 to \$2 per day did not average 75 cents per day for the months of November and December, as their pay was reduced November 1 and they did not have full work. A man who has no family can save money on \$1.50 per day; a man with 3 or 4 children to support can not unless he is extremely saving. I do not notice any great change in price of living the past four years. I think if the tariff was let alone or modified on protection lines business would at once revive. The competition of home manufactures is sharp enough to keep prices down below extraordinary profits. This mill has made a loss of \$4,000 in 1893, and if it was sold at the present depreciated value I should not have much to show for my ten years' labor. My father was an English manufacturer and I have always worked in the mill. Sixty hours is one week's work here.

No. 5938.

Reply of Harrison Woolen Mills, of Worcester, Mass., manufacturers of satinets.

[Established 1888. Capital invested, \$25,000.]

Amount of production of satinets has been as follows: 1889, 200,000 yards; 1890, 202,000 yards; 1891, 43,200 yards; 1892, 43,500 yards; 1893, 253,500 yards.

Since July 29, 1893, we have run only three weeks up to date.

To place domestic productions on an equal footing with the foreign product the rates of duty should be 60 per cent ad valorem.

If the rate of duty were reduced one-third, it would necessitate a considerable reduction in the cost of manufacture, mostly from labor.

The domestic wholesale price in 1890 was 27.2 cents per yard; 1891, 30 cents per yard; 1894, 22½ to 25 cents.

Competition has increased in the past four years.

We desire an ad valorem duty; it is more fair and prevents fraud more.

We are not manufacturing as many goods as in 1892, for there is no call for them on account of the uncertainty of the tariff.

Wages have been reduced 15 per cent during the past twelve months.

Leave the present law alone, and we will have plenty of business.

No. 5939.

Reply of Harrison Woolen Mill, of Worcester, Mass., manufacturers of satinets.

[Established in 1888. Capital invested, \$25,000.]

The amount of our production in 1889 was 200,000 yards satinets; 1890, 202,000; 1891, 203,000; 1892, 435,000; 1893, 253,500.

We have always run full time up to July, 1893; have run only about three weeks since then.

Sixty per cent specific duty is necessary to protect our product.

If the duty were reduced one-third it would cause considerable reduction in cost of production and would affect labor mostly.

Wholesale price of our goods have been as follows: 1890, 27½ cents per yard; 1892, 30 cents; and 1894, 22½ to 25 cents.

There has been considerable increased competition in our business since 1889.

We desire a specific duty, so that the duty on all goods will be in proportion to their value and to prevent fraud.

We are not producing nor selling nearly as many goods as in 1892, because there is no call for them, on account of the uncertainty of the tariff, the buyers knowing they can buy cheaper if the Wilson bill passes.

Wages have been reduced 15 per cent in twelve months.

Would suggest that you leave the tariff alone, and we will have plenty of good business.

No. 5940.

Reply of Crawford & Tyler, of North Dana, Mass., manufacturers of satinets.

[Established in 1885. Capital invested, \$25,200.]

The average amount of our product is 336,000 yards light-weight satinets; value, \$30,000 per year.

We ran less than full time in July, 1892, on account of a dull season and repairs.

It will take 50 per cent duty, not less, to place domestic productions on an equal footing with foreign, on account of low foreign wages on our class of goods.

Our wholesale domestic price in 1890 was 9 cents per yard; 1892, $8\frac{1}{2}$; now, $7\frac{1}{2}$, which simply keeps our machinery running and help at work—no money in it for us.

In the domestic line there has been an increased competition during the past four years.

We have no choice of duty.

We are not manufacturing as much as in 1892. We are not rushing our business; we stop on every possible pretext.

Wages were the same up to last July; since then we have made no change.

The price of living has decreased during the past four years.

The causes of the present depression are overproduction, inflation of business and values going too fast, no foreign outlet, and grave doubts and uncertainty as to effect of pending tariff legislation; the latter reason, in our opinion, is the chief cause of present depression. Our remedy: Do something, anything—act.

Rags and cotton are our raw materials.

Our goods are necessities.

We pay 1 to 6 or 7 per cent on loans.

If we have to meet a reduction of duty on goods we will be compelled to reduce wages to lower the cost of production to meet price of outside goods.

We employ 30 hands, and are paying \$1.41 per day for fifty-four hours a week.

Foreign articles do not compete to any extent with our line of goods.

We do no exporting.

The cost of manufacture has decreased in materials since 1883. Our selling prices have decreased since 1890.

About 30 per cent of the materials we use consist of agricultural productions of the country.

We want enough duty to cover the difference in cost of labor at home and abroad.

Our wholesale prices have decreased since 1892.

No. 5941.

Reply of Fox Mills, E. W. Ward, of Worcester, Mass., manufacturers of satinets and cloakings.

[Established in 1886. Capital invested, \$15,000.]

The product of this mill during the past four years has been as follows:

Year.	Yards.	Value.
1890.....	692,000	\$121,568.00
1891.....	568,376	74,118.00
1892.....	631,940	81,604.00
1893.....	553,900	72,950.00

The mill stopped from August 17, 1893, to November 17, 1893, and has run only three-fourths time since November 17. We stopped on account of the panic in August, and have not run full time since on

account of the depression in the woolen business, caused by the agitation of lower duties on wool and woolen goods.

To place domestic products on an equal footing with foreign producers the rates of duty now in force under the tariff act of 1890 are necessary, because it costs more to produce goods here than in foreign mills.

Wholesale price of satinets in 1884 was 20 cents per yard; 1890, 18 cents; 1892, 13 cents; 1894, 13 cents.

There has been an increased domestic competition during the past four years.

I desire a specific duty, because it will prevent fraud in undervaluation.

I am not manufacturing as many goods as in 1892, because buyers will not buy as many goods on account of the uncertainties of tariff legislation.

The tendency has been toward lower wages during the past twelve months.

I have no difficulty in construing the existing law in regard to importations.

The price of living has decreased during the last four years from 10 to 20 per cent.

The cause of the present depression in trade is the fear of the passage of the Wilson bill. My remedy would be to kill the bill.

None of my materials are to me raw.

My goods are necessities.

I pay 6 per cent on loans.

Immigration has increased the demand for goods and has kept the price of labor down.

Three-fourths of my labor is skilled.

Any reduction of duty on goods I manufacture must be met by reducing the price of labor.

I employ 65 men, women, and children.

Women and children work fifty-eight hours per week, men sixty hours.

But few foreign goods enter into competition with me.

None of my goods are exported.

The cost of manufacture has increased about 15 per cent since 1883.

The increase has been in the price of labor.

Selling prices have decreased since 1890.

If raw material were free there would be a necessity for a customs duty.

I do not recommend any change in existing rates of duty. To lower the duties on ready-made clothing would be especially harmful to manufacturers and labor.

No. 5942.

Reply of Nelson Manufacturing Company, of Tye River Depot, Va., manufacturers of cassimeres and woolen goods.

[Established in 1889. Capital invested, \$15,000.]

We average in the value of production about \$8,000 per year. We operated only about six months in each year. Our trade being local we supplied the demand by running that length of time.

We closed down November 1, 1893, and don't know when we shall start up. We have a considerable quantity of goods on hand which we would sell at 15 per cent discount on old prices.

Our goods come in competition generally with American-made goods, and we have not studied the question as to what rate of duties would be necessary to enable us to compete with foreign goods. Goods that we sold at 70 cents in 1890 we sold for 60 cents and 65 cents last season. We would take 55 cents for them now.

There has been increased competition in our line by domestic factories within the last four years.

We are not producing any goods now because the outlook is so uncertain we are unwilling to make any until the tariff is settled; the tendency of wages is downward, and must go down before goods can be made at a profit. Living is cheap here but I can not specify the cost of the same to workmen. It has decreased in the past four years.

I think silver legislation is the cause of our present troubles, and nothing but the restoration of silver as money on equal terms with gold will ever relieve us.

Our goods are necessities.

We pay 6 per cent on loans.

We can not meet any reduction in price of goods in any other way than by reduction in wages paid.

We employ 10 hands and pay them \$1.50 to \$2 for skilled labor, and 50 cents for women and girls. We work sixty-four hours per week.

None of our goods are exported.

There has been no change in the cost of manufacture since we have been in business, except that wool has slightly varied in price. We have made no goods since the heavy decline in wool.

If raw material were free I think 40 per cent duty would enable us to follow our business, but in my judgement it would be very unjust to the farmers who own sheep. A small revenue duty should be placed on wool, raw sugar, iron ore, coal, and lumber, and not much more on refined sugar, this would raise money which we need and give incidental protection to parties interested in the production and handling of these things.

I give these views as a manufacturer, farmer, and merchant, and an all-over Democrat, and the sooner Congress will settle these matters the better it will be for the people and the party.

Sell no more bonds, but pass a revenue law that will increase the revenues of the country, and coin the silver in the Treasury at once, and in my judgement all will be well. And by all means give us the income tax.

No. 5943.

Reply of Henry Fox & Co., of Urbana, Ohio, manufacturers of chevots and cassimeres.

[Established in 1866.]

During the past six months we have been shut down, or partly so, a large portion of the time, for lack of orders, for the first time in the history of the firm.

In 1884 we sold principally to the retail trade and made a different class of goods; in 1890, still a different class of goods. In 1892 we

obtained at wholesale \$1.48½ net for goods not so good as we are now begging for orders on at \$1.15 net.

We are not producing as many goods as in 1892 for want of trade. Would-be purchasers are holding off, refusing to buy until the action to be taken by the Senate is known.

Until the last nine or ten months the tendency of wages was upward; for the last six months we have had so little for men to do that any reduction in wages would hardly have done the firm enough good to compensate for the distress added to that already occasioned by so much enforced idleness. The tendency is decidedly downward.

Our skilled workmen always appear to live comfortably; some acquire homes.

We think we have a fair understanding of the existing law on importations, and would not suggest any very radical change.

Measured in dollars and cents, there has possibly been a slight decrease in price of living; measured in week's wages at schedules that must be adopted in the event of the passage of the Wilson bill, there will have been an increase of 33½ per cent.

The cause of the present depression in trade is the stagnation brought about by the uncertainty as to what action Congress will finally take on the tariff question. Our remedy, first and best, is to defeat the Wilson bill and resolve not to take it up again for two years. If this can not be, let the Senate vote on the bill now pending at the earliest possible date and relieve the suspense.

Our raw materials are wool and dyestuffs.

Our goods are necessities, being plain substantial men's wear—woolens of medium grade.

We pay 6 and 7 per cent on loans.

More or less skill is required of all our operatives.

We can not buy dyestuff for much less; can not, probably, get a less rate of interest and taxation; therefore we must have the wool for a less price of the farmer and get the workingman's wages for less. We have never had a margin of our own from which to meet the reduction of duty. The farmer and the workingman may answer whether they have or not.

We work sixty hours per week.

Foreign articles of like kind enter into competition; to what extent the writer has not the data for stating.

We export nothing.

Until within a year there appears to have been a tendency to advance in wages, but with modern improvements, increased business and increased facilities the cost of manufacture was rather lessened than increased, but at present the cost of production is greatly increased, owing to the small amount produced.

At prices of a year ago we should say that we consume in our manufacture the following articles:

Wool	\$40, 000
Coal	\$1, 200
Soap	1, 400
Oils	300
	<hr/>
	2, 900
	<hr/>
	42, 900

We use indigo, camwood, logwood, fustic, alizarine dyes, soda ash, caustic soda, all of which, we believe, are imported.

No. 5944.

Statement of Léon Chotteau, of the Comité Français for the promotion of commerce between France and the United States.

The text in regard to raw wool may lead to mistakes, for it seems to refer only to uncleaned wool. All wrought wool would pay the duty of combed wool. There can then, strictly speaking, be imposed a duty on wools washed warm—say scoured—that are washed in the countries of origin (particularly in Australia), to economize in the freight. This kind of wool, being of small account in its natural condition, defective in quality, is improved by this washing. Likewise the wool from Mazamet skins, which is washed on being separated from the skins, would be deteriorated by lime or other substances if not washed immediately. The washing of these wools is not a thorough washing, as that which is customary before carding or combing the wool. The same may be observed of wools from the Black Sea, and which are used in textile fabrics.

As to ring waste, I do not understand why a duty is imposed on it of 15 per cent. If combing waste (noils) is to be exempt from duty, I do not see why the ring waste should be subject to one. A great deal of ring waste was formerly imported, because this waste, mixed with washed or pure wool, is used as a substitute for washed wool. It can only be imported when the duty is inconsiderable—1 cent or $\frac{1}{2}$ cent per pound. If 15 per cent has to be paid, very little will be imported. It will be preferable to substitute for ring waste washed lamb's wool, washed sheep's wool, or *blousse* (coarse wool, too short to card).

Why impose a duty of 15 per cent on washed waste of the Vervier kind? These raw wastes can not be sent to America. The merchandise is worth from 10 to 15 centimes the kilo, and, being liable to overheating, should be manipulated on the spot. Our combings in dressing produce a great deal of waste. It is of very little account in America where they do not utilize the dressed wools (*les laines chardonneuses*). This merchandise is greatly used at Vervier, in place of washed wool. To impose on it a duty of 15 per cent is absolutely as if the duty was lowered 15 per cent on the fabrics.

Why impose a duty on the carded material? There is no market for the carded material in America, as there is in Europe. Every spinner has his combing and sorting methods, whence arises the great difficulty of varying his manufacture and an enormous increase in the net cost. The combing material costs high, or a capable manager is required for a small field; a large stock is necessary of raw merchandise, sorted and carded; all have not a regular sale. With a capital less by half, the French or German spinner obtained a better result in buying combed or carded wool, and varying it day by day, according to the needs of his customers. The duty on the carded material is turned against the spinners of carded material who asked for it.

The duty on the woollen thread or yarn is much too high in proportion to the duty on the woven fabric. Spinning costs no more in America than it did at Fourmies four years ago. A spinner at Lawrence earns \$1.50 per day, the assistant \$1, and the female operatives in preparatory work 80 to 85 cents. Here the spinner is still paid 6 francs per day, assistants 4.50 francs, and the female preparatory operatives 3.50 francs. Supposing that in France 110,000 francs in salaries and general expenses must be paid for operating 10,000 jenny spinning-spindles, producing 3,000 kilos of yarn ($\frac{1}{62}$ English) per week; in

America 130,000 francs would be paid. The difference of 20,000 francs could be easily earned through customers near at hand, since it only represents $\frac{13}{14}$ centimes the kilo, about 1 cent per pound, and $2\frac{1}{2}$ per cent over the actual price of the yarn, representing the commission of the American agent selling the European yarn.

The extra charge which adds greatly to the net price in America is the treasurer, manager, etc., who has never less than \$10,000, while a spinner at Fourmies is satisfied with 6,000 francs. The difference in their salaries alone represents a duty of 10 per cent ad valorem upon the actual price of the yarn.

There is incompatibility between the duty on the yarn and the duty on the woven fabric, 40 per cent. An American manufacturer can not earn money nor compete with a European manufacturer with only 15 per cent difference of duty. In short it is calculated that a manufacturer of merinos, serge, and cashmere (warp one-fourth, woof, English count, one-sixtieth to one-seventieth) consumes 1 kilo of warp and 1 kilo of woof per loom per day. A workman here manipulates two looms. He therefore consumes 4 kilos per day. The yarn on an average is worth 5.50 francs per kilo; a difference of 15 per cent on 6 francs (price of the web after the weaving) represents 3.60 francs. The weaver workman earns here from 3.75 to 4 francs. In America he earns \$1.50. The difference in wages, therefore, represents 15 per cent for the weaver workman alone. Add to this a difference for the preparation of the looms and another for the female operatives who mend the pieces. Dyeing by the bolt or piece costs more in America than in France, and the manufacturer must take this into account in his cost price. To allow the small American manufacturers having 300 or 400 looms to produce woven cashmere and serge would necessitate a duty of 15 per cent. The works would cost them 600,000 francs, and an operating capital of 300,000 or 400,000 francs, is required. There are small manufacturers, in comparison with the Pacific, Atlantic, or Arlington mills, etc., who manufacture cashmeres and serges, but who do everything themselves, carding, spinning, and weaving.

On the whole, the Wilson tariff will permit the entry of a large quantity of woven material, but will not favor the average American industry for which the yarn is the important material of the fabric, and which will continue the manufacture of cotton rather than woolen thread or yarn.

No. 5945.

Communication from a woolen workingman in Massachusetts relative to woolen goods.

[Name and location withheld by request.]

Inclosed find clipping from Springfield Republican, date April 21, 1894:

WANT THE WILSON BILL KILLED.

Six hundred and fifty textile workers, a dozen of them women, left Philadelphia yesterday on a special Baltimore and Ohio train for Washington for the purpose of petitioning the Senate to kill the Wilson bill. Probably as many more workmen will go from Philadelphia to the national capital to-day on the same mission. The

movement is under the auspices of the workingmen's protective tariff league, and a number of samples of textile fabrics will be presented with the petition, as a demonstration of the benefits of the McKinley law.

I wish you could interview a few of those workingmen and find out how many of them know anything about the profits of their employers. See if they know the labor cost of the goods, the sample of which they bring with them. I think you will find that their employers think it is the business of the workingmen to protest against the Wilson bill, but it is none of their (the workingmen's) business what the profits of the employers are. Here are a few figures that may interest you; it is the average pay in this locality:

	Number of employés.	Rate of wages.	Total per day.
Dyehouse (men)	6	\$1.25	\$7.50
Picker house (men).....	3	1.25	3.75
Card room (boys).....	6	.60	3.60
Do	2	1.00	2.00
Do	1	.75	.75
Card room (men)	2	1.25	2.50
Do	1	1.50	1.50
Spinning room:			
Spinners (women).....	10	*1.25	12.50
Spoolers (girls).....	10	.60	6.00
Weave room:			
Weavers (women).....	50	1.50	75.00
Loom fixers (men).....	3	2.00	6.00
Filling carrier (man).....	1	1.50	1.50
Drawers in (girls).....	2	1.25	2.50
Handers in (girls).....	2	.60	1.20
Dresser tenders (men).....	2	1.75	3.50
Finishing room:			
Sewers (women).....	6	1.25	7.50
Burlers (women).....	6	.70	4.20
Shear tenders (men).....	2	1.50	3.00
Gig tenders (men).....	2	1.50	3.00
Fulling mills (men).....	3	1.25	3.75
Drier tender (man).....	1	1.50	1.50
Teamster (man).....	1	1.50	1.50
Overseers:			
Dyehouse (man)	1	3.00	3.00
Card room (man)	1	3.00	3.00
Spinning room (man).....	1	3.00	3.00
Weave room (man).....	1	3.00	3.00
Finishing room (man).....	1	3.00	3.00
Wool sorters, average (men)	2	1.75	3.50
Total.....	129	.....	172.50

* This is a large average for this locality.

† This is an average, the rate is 10 cents per yard for 60-pick work, and the production of the mill is 750 yards per day.

A production of 750 yards per day, valued at \$1.90 per yard, gives a value of \$1,425 for the daily output. The total labor cost of \$172.50 equals 12 per cent of the value of the product.

A great deal of our wool is only sorted once. After that it is sorted by cutting and tearing up old rags in a picker. The "wool" is then called shoddy. A great deal of the "wool" also comes from Alabama. Down there it is known as cotton. The wages given above are McKinley prices, which are paid in the best of times. At present, owing to the depression, and help being plenty, wages are about 20 per cent less.

Those laboring men should inform themselves a little on cloth manufacture. They should not think that because the manufacturers say they want protection in order to pay their laborers big pay it is so. Why don't these high protectionists advocate a law that will compel protected interests to pay a decent scale of wages and that will also

compel them to sell their goods at not over a decent profit. If they were sincere they would advocate something of the kind. What they want is high tariff to enable them to get a high price for their goods, and at the same time they want no interference whatever as to what they shall pay for labor. I find no fault whatever with the manufacturers for making all they can; that is business. Why laboring men who have votes will be hoodwinked and allow such things to be is beyond my comprehension. They surely would not allow such things to be if they had the time to study.

Inclosed also you will find an envelope containing a piece of cloth as it is when finished, and in another envelope a piece of the same kind of goods dissected. Hold the face of the piece dissected to the light and filling and the fine threads are the "Alabama wool" threads that hold you will see how much wool it contains. The coarse threads are back the face and back together. This shows you the benefit of "McKinleyism"—not what it can do, but what it does do. I am a woolen workman and would not dare sign my name to this, for if it was known that I sent this to you I would never be able to get employment in a woolen mill.

No. 5946.

The woolen goods trade of Bradford, England, in 1893.

[From the Bradford Observer.]

If 1892 was an unsatisfactory year to merchants and manufacturers, the general consensus of opinion is that the expiring year has been worse. Perhaps the cloud which has been over its later months helps to put out of remembrance the brighter features of the springtime. For the phenomenal conditions as to weather which marked the whole course of the seasons of 1893 produced corresponding effects in our local industries. Never for years was there such an early and glorious springtide; never was the promise of a fine summer so amply fulfilled; never was the summer glory protected so far into the autumn of one year. And so, since the ancient days of glaces and alpacas, never was there such a season in the dress trade as Bradford merchants and manufacturers experienced. Drapers' shelves were cleared, stocks in the home-trade warehouses were depleted, and repeats were given out long after the usual season's trade should have been reckoned as a thing of the past. But men live so much in the present that all this is apt to be forgotten. And time has its revenges. All evils have their compensations, and times of exceptional briskness in any one line of trade are not infrequently and by consequence periods in which other lines suffer. It has been so in this case. The waterproof trade, which of recent years had attained to considerable importance and which found employment for a number of wide looms, has had the dullest and most dismal of years. Then the makers of umbrella cloths have suffered in like manner and for the same reason. How these waiters upon Jupiter Pluvius must have rejoiced in the latest exploits of their tutelary deity?

However, in regard to the home trade as a whole, the first nine months of the year were certainly not bad, if due consideration be given

to various untoward and, we might almost say, accidental circumstances. Bradford manufacturers who made what was wanted had no reason to complain of lack of custom, albeit prices were not high. Fashion has all along favored Bradford styles and English wools rather than the coarser and more *distingue* Scotch goods. All-wool chevriots and cheviot serges had a fine run right up to August, since when there has been a call for wool *estamenes*—indeed, it may be said that the demand for wool chevriots was for several months in excess of the supply, and for the *estamene* finish it is still good. Then, in that exceptional spring trade of which we have spoken, printed delaines, ranging in price from 5*d.* to 8½*d.* per yard, were sold in immense quantities. These goods, in both plain and silk stripes, found employment for a great many narrow looms, and the Batley and Brighthouse printers who finish them have so greatly improved in respect of taste and style that, given fine weather and a continuance of the rage for blouses, there may again be a run on these dressy materials. Printed beiges of varied designs, at very cheap prices, also have had a fair run in the home trade, as well as to a certain extent for shipping through Manchester houses. There was a good inquiry for 40-inch black laces and quite a big run on 40-inch and 42-inch figured sateens.

It can not be said, therefore, that the dress trade has been altogether bad. Manufacturers “in the swim” and merchants who on modern lines catered for the public wants, have had by no means a disastrous year. But the fine, plain trade has been very poor. Cashmeres have been depressed throughout the year. Blacks have altogether “gone out” for general utility wear, and in fact the old cotton-warp and cross-dyed trade is apparently fast following the luster trade into the limbo of the historical past. At the same time it has been noticeable that the tendency has been away from the *foule* finish to the luster finish in serges, and that goods into which mohair or alpaca enter only for effects, either in warp or weft, have been increasingly popular. Mohair and wool figures on plain grounds had a fair run for export in blacks and colors, but in that form have probably about exhausted public favor. But for next season most exquisite goods are being produced, in which mohair and botany are more intimately blended or less strikingly contrasted, and in this way it may be that the taste for semibright things may be cultivated. The run on serges and “plain fancies”—a solecism for which the trade and not ourselves is responsible—has naturally reacted prejudicially upon the high-class fancy manufacturers. The position of fancy manufacturers is, indeed, an increasingly difficult one. Where individuality is allowed such free range as it is in the fashions of to-day, it would appear at first sight as if the fancy manufacturer ought to be in clover. But it is not so. It can not be gainsaid that the fancy manufacturers to-day are turning out goods which, whether in matter of design, color, or perfection of material and get-up, are immeasurably in advance of the productions of only a few years ago, and which might satisfy the most cultivated and fastidious taste. But, however great may be the manufacturer’s success artistically, he can only succeed commercially by a “run” on his success, and that is what in these degenerate days he can not command. However good the price he gets for a novelty, he must have “repeats” to make a profit; and what with the ease and rapidity with which things are copied on the one hand and on the other the extremely temporary and fleeting vogue for anything original—due, no doubt, to that same growth of individuality—he finds that repeats are few and soon cease altogether.

It may be some satisfaction to know that the mere copyist is left still more hopelessly out of the running.

Another branch of the stuff trade which has long been declining, and which seems to have finally expired in 1893, is the trade in "fancy winceys." The explanation is not far to seek. They were narrow widths, practically all cotton, and costing, at four-pence farthing a yard, about four-and-six-pence for a dress length. For 5 shillings, or a trifle more, a woman can now buy a good, useful, all-wool serge dress. This is surely a gain to the wearer and no less a gain to our own trade.

Although the home trade is unquestionably the most important branch of the worsted industry, it is impossible in the absence of any reliable data to form any precise or even approximate calculations as to its extent or progress or decline; and hence it is only possible to take the judgment of well-informed men and to generalize therefrom. With our export trade it is quite different. Every month the board of trade issues its statistics, which show us not only the value, but the quantities of our exports, and also the destination to which they have been sent. It would make these tables still more valuable if the Government would discriminate as to the source from which the goods come. This is done by the various foreign consulates, and it ought not to be a very serious matter for our Government to undertake. Taking the figures for the first eleven months of this year, and comparing them with similar periods of the previous year, we find that the export of woolens has fallen from 46,631,000 yards in 1892 to 42,855,000 yards in 1893, or from £5,231,000 in value to £4,835,000. Worsteds show a similar decline, the quantity exported which in 1892 was 129,081,000 yards, falling to 121,571,000 yards, and the value from £8,104,000 to £7,561,000.

These figures are far from satisfactory, especially as they are only the latest of a similar series going back for a good many years. A closer examination shows that as regards worsteds the falling off is not general, but is almost entirely accounted for in the marked collapse of the American trade in the last three or four months, and in the only less serious breakdown of the Australian trade. Germany, Holland, Belgium, and Turkey have all taken more of our goods, and they are good customers. Our trade with Spain is comparatively small, and showed a falling off in 1892, owing to the imposition of the higher duties. This year has shown a slight revival, and hopes are entertained of still further improvement. A new commercial treaty between Germany and Spain has passed the German Reichstag, and awaits only the ratification of the Spanish Cortes, which meets early in next month. This treaty establishes more favorable relations between the two countries, and it is hoped that the British Government will be able to arrange similar terms with Spain, or that at least Spain will grant us the principle of the "most-favored-nation clause." At present the duties on cotton-warp goods, which form the staples of our exports to Spain, are almost prohibitive. With Italy our trade has been normal throughout the year, although difficult by reason of the high exchange against us. The political situation in Italy is more settled, and the agricultural position is good, so that the prospects are better than for some time. The Canadian trade has grown a little, but the system of long credits and the extremely inequitable state of the Canadian bankruptcy laws are both factors which tell against business with that colony. With South Africa and our Indian possessions our trade is developing; and it is most reassuring to know that the Australian colonies are slowly but surely

emerging with credit from the financial disasters which threatened to submerge them.

The Eastern trade is never a bright or attractive subject. In the year just closing there has been some slight improvement upon last year, but the volume of trade is below the average of even recent years. Silver is, of course, a standing difficulty, and in the case of China the rapid displacement of its tea by the growths of Assam and Ceylon has inflicted a serious blow upon our trade with that country. China, though it claims one-fourth or one-third of the whole population of the globe, is not a progressive country. Its government spends money on modern armaments, it is true, but that only tends to impoverish the people, and nothing is done to purify the corruption of her administration or to stimulate the development of her resources. Its policy is exclusive, and hence, in the nature of things, its commerce can not grow. With Japan it is just the opposite, and, although perhaps European institutions have a forced rather than a natural growth, there is a steady expansion in trade. One thing which has favored the Eastern trade to some extent is that prices have been remarkably steady throughout the year. At the present time, however, business is very dull, and the prospects are not encouraging.

Of all our foreign customers the United States bulk is still by far the largest, notwithstanding the falling away of recent years. Up to June the course of the American trade was all right. It was expected to fall off towards the end of the year in the face of prospective tariff changes, and that only a hand-to-mouth trade would be done for sometime. But the silver question became so acute, and the crisis of which it has been both symptom and cause has been so tremendous that from July the trade showed a very considerable decline, and now is almost at a deadlock. Every mail brings intelligence, it is true, of some mitigation of the situation, but in view of some of those best able to judge any immediate or near revival of the American trade is impossible. The dislocation of business in America has never previously been equaled, and it will take time for the country to recover. The prospects of the Wilson tariff bill being passed according to programme are, to say the least, not assured, and in any case the interval during which the American manufacturer will enjoy free wool and at the same time a high protective duty on his goods will be sufficient to enable him to get a lot of work out of hand. That any such reduction of duties as the bill provides for will sooner or later lead to an improvement in our trade nobody doubts, but as to when it may come, or what form it will take, are points upon which there is room for the utmost divergence of opinion. Meanwhile, in the accompanying table, compiled from the returns sent to Washington from the U. S. consulate in Bradford, we have exhibited the course of our American trade for four years ending September 30 last. The McKinley tariff went into operation on the 7th of October, 1890.

Under the four heads of stuffs, worsted coatings, silks, and wool are comprised all the important items which affect the Bradford trade.

Year and month.	Stuff goods.	Worsted coatings.	Silk goods.	Wool.	Total.
	<i>Pounds.</i>	<i>Pounds.</i>	<i>Pounds.</i>	<i>Pounds.</i>	<i>Pounds.</i>
1889.					
October	135,015	148,921	27,403	15,123	316,463
November.....	149,982	122,151	40,017	10,180	322,331
December.....	204,963	101,401	28,363	7,359	342,088
1890.					
January.....	208,539	72,635	25,217	7,299	318,691
February.....	139,598	55,216	22,818	3,246	220,879
March.....	142,040	37,497	24,623	10,250	236,412
April.....	129,145	80,668	34,969	12,793	257,573
May.....	180,359	87,608	62,137	29,934	360,029
June.....	250,596	79,240	77,982	67,038	474,857
July.....	203,705	76,993	54,225	67,370	400,294
August.....	107,245	81,648	29,592	14,934	233,820
September.....	273,333	147,173	33,824	29,422	484,754
October.....	89,612	54,733	1,208	8,133	153,687
November.....	51,748	24,775	8,251	4,749	89,514
December.....	81,556	28,214	5,289	6,829	121,889
1891.					
January.....	78,561	28,239	6,306	9,612	122,719
February.....	72,116	23,864	7,214	5,991	109,187
March.....	74,814	34,929	2,606	15,434	125,785
April.....	56,165	39,367	1,660	37,218	114,412
May.....	66,456	42,816	1,868	12,842	124,003
June.....	110,324	47,690	2,233	16,685	176,923
July.....	95,259	56,139	7,062	36,993	195,455
August.....	82,828	52,505	2,080	17,325	154,739
September.....	92,463	85,119	2,138	15,886	195,608
October.....	71,250	78,678	2,356	7,722	160,038
November.....	58,291	60,324	3,124	2,001	123,742
December.....	98,737	72,712	1,388	15,916	188,746
1892.					
January.....	95,127	65,784	4,982	11,687	177,581
February.....	66,728	63,347	4,235	18,460	152,811
March.....	75,992	73,921	4,064	9,142	163,111
April.....	58,517	62,709	1,046	6,216	128,489
May.....	94,147	83,951	1,407	15,581	195,087
June.....	92,000	72,491	3,059	7,887	175,479
July.....	101,460	86,436	3,635	17,987	209,500
August.....	89,531	110,885	1,557	15,321	217,295
September.....	93,892	151,188	2,870	4,965	252,947
October.....	73,882	109,489	801	9,827	193,951
November.....	76,374	104,039	4,566	22,262	207,343
December.....	100,111	105,386	5,369	8,652	219,521
1893.					
January.....	101,075	100,993	8,208	18,331	228,608
February.....	76,350	101,239	3,378	22,603	203,571
March.....	82,269	109,475	1,057	19,883	212,686
April.....	61,330	75,419	800	15,463	153,014
May.....	71,614	73,713	1,943	7,512	154,783
June.....	92,085	73,698	6,385	6,837	179,006
July.....	70,264	40,375	3,431	10,191	124,262
August.....	49,874	45,856	3,122	5,740	104,594
September.....	23,932	36,235	1,203	872	62,245

Many of the figures in the above table have not previously been published, as they relate to a period when Mr. Tibbits, the former U. S. consul, interdicted their publication. The totals for each of the twelve-monthly periods ending September 30, one before the McKinley tariff became operative and three since, are as follows:

	Pounds.
October, 1889, to September, 1890	3,968,196
October, 1890, to September, 1891	1,683,927
October, 1891, to September, 1892	2,144,812
October, 1892, to September, 1893	2,043,589

South America is an unrestful country. Our trade with the River Plate and Chile has been good because quietness has prevailed throughout the year, and until lately it was so with Brazil; but among the South American States commerce comes second to politics, and politics means periodic revolution, and so there is never any surety for the future.

No. 5947.

Reply of Reynolds Manufacturing Company, of Davisville, R. I., manufacturers of doeskins and jeans.

The milk in the cocoanut is that we are in favor of a moderate tariff on imported wools, when competing with any grades grown in America.

We favor retaining about the same duties on manufactured woollens as have been in force the past few years.

Our reasons are that the cost of plants and wages paid in this country exceed those in foreign countries to such a degree that duties proposed in the Wilson bill form no protection. The percentage of cost in manipulating stock from these sources can not be reduced to a point that will admit of competing with foreign manufacturers unless our operatives are reduced to such hardships as Americans will not bear. Accordingly we shall close up shop.

We have no hankering for the markets of the world. The American market, the best in the world, is good enough for us, and we respectfully request that it be not given over to Europe.

We have been here some years—since 1849—and last year was the year that the “shoe pinched.”

Fix a fair tariff for both producer of wools and manufacturer thereof, and do it soon.

Business has been disturbed too much already by delays, and calls for prompt and patriotic action on the part of Congress.

No. 5948.

Reply of Carrollton Woolen Mills, of Carrollton, Ky., manufacturers of jeans.

[Established in 1860. Capital invested, \$100,000.]

We commenced operations in a small way in 1860, enlarged in 1870, and have increased at times since.

We started as a custom mill, receiving wool from growers and making same up on shares, or so much per pound. Since 1870 our main production has been Kentucky jeans of various values, from 60 cents per yard down to 16 cents. Have made nearly 500,000 yards a year, of the gross value of \$85,000 to \$115,000 per year, making a run of fifty weeks, ten hours per day.

During 1892 and part of 1893 we run half the machinery full time. The condition of the jeans market seemed to require it. July 15, owing to the extremely tight market, the mill was compelled to make an assignment, and has been sold to the bondholders, and is now leased by them. It started up again with half force February 7, 1894.

So far as I know, just the class of goods we make are not produced in any foreign country, so that a reduction of any amount might not directly affect us. As goods of an entirely different character might come in that would in part take the place of our makes, we should have to adjust ourselves to the new conditions.

In regard to your query as to our wholesale prices, we would say that to answer this without explanation would be misleading. Your question seems to contemplate that the same quality of goods are pro-

duced year in and year out. We make up compound goods—wool, shoddy, and cotton.

The mixture varies from all wool to 85 per cent cotton, according to the demand and the condition of market values of cotton, wool, and shoddy. Other features also in process of manufacture fix values. During 1892 and 1893, and even back to 1890 and 1891 with wages as high as at any time during five years previous, goods were sold about 25 per cent less than in former years. That is, we sold goods made upon about same formula in 1886 at 27½ cents that we sold in 1892 at 21 cents. Will sell the goods to-day at 18 cents, and wages have not been reduced to exceed 10 per cent.

Several large mills in the South have come into the market on jeans, and have increased the competition. Unless imported moleskins and corduroys have affected jeans, we do not know of any importations that have affected the jeans market.

If all goods imported into this country were sold in the old country and invoiced direct, then ad valorem duties would be the best. But so many mills and manufacturers in foreign countries consign their goods to their own agents in this country for passage through the custom-house, that it makes it a very hard task to get at the value of many novelties coming in here for a market, so that on many lines I think it would be best to have specific duties per pound or per square yard.

We are making about as many goods as we made in 1892.

Wages have tended downward. The employés of this mill are buying more to-day with 90 cents than they could buy in 1890 with \$1 or perhaps \$1.10.

We know of no goods that are now coming into this country such as we make.

The cost of living has decreased, I feel safe in saying, 25 per cent in the past four years.

Many causes brought about the present depression in this country, which seems to be felt around the globe. I think the chief cause is that since the war a generation has grown up with the idea that it is the duty of the Government to furnish all the money that the people want, and to make times prosperous, etc. During the days of funding operations and large movements through the U. S. Treasury, the operations of the Government in money matters was so large as to affect the whole. Now the transactions of this country are on such a large commercial scale that it is monstrous to think that it has to be filtered through the funnel of the U. S. Treasury. This country will never reach its proper field of prosperity until the tax is taken off circulation and the States provide for the money of the people. That will settle all disputes about gold and silver. The variety of views of each of the States will give elasticity to currency, and many minds will govern rather than one. (This is my view, not in criticism of Mr. Carlisle, for no man holds him in higher esteem than I do.)

Wool and cotton, also coal, are my raw materials.

My goods are necessities.

I pay 6 to 8 per cent on loans.

In my opinion, the methods introduced by a certain class of immigrants coming in here during the last ten years have done much to reduce the wages of all, about nine-tenths requiring training to fit themselves for our work.

We expect that, so far as our goods are concerned, we will get cheaper wool, and our supplies and findings of various kinds will cost us less, our freights and interest charges will be less, cost of marketing the

goods less, and with a slight reduction of wages we shall be able to meet the market.

We employ 100 hands; about one-half girls and women; one-half boys and men. Girls and women receive from \$2.25 to \$7 per week; boys and men from \$2.25 to \$15 per week. They work sixty hours per week.

We have no foreign competition directly that we are aware of.

We do not export any goods.

We spend more labor and machinery in the production of goods to-day than in 1883 and produce them for about 25 per cent less value.

It requires more help to take the material through the processes, and therefore more wages paid; materials cost less, our wool, shoddy cotton, and cotton warps all costing less.

As stated previously, we get out new lines of goods to meet the wants of the trade at popular prices.

We are not to-day making any goods for the market such as we made in 1890. But if we were we could produce them about 20 per cent cheaper. We are now making a low line of goods such as the people seem to want.

About one-third of our wool is received here at our door. Our cotton warps are made in Louisville and the cotton we use is all home-grown.

We use no material on which we pay duty. Our wool, of course, is affected.

As to whether there should be a customs duty with free raw material I am not prepared to say, as it would largely depend on the ability of foreign goods of other kinds to take the place of ours.

The changes we would ask are that any reasonable bill be promptly passed and allow us to adjust our work to it.

No. 5949.

Reply of Killebrew Woolen Mill, of Newton, Ala., manufacturers of jeans, etc.

[Established in 1872. Capital invested, \$20,000.]

It has been twenty-one years since the establishment of plant, and it would require considerable time to get up the information you desire as to amount and value of yearly production, and I will say there has been a gradual improvement from year to year.

I lost some time in the early part of 1893 for want of the class of stock I use and not for want of orders.

A duty equal to the difference in labor here and abroad would be necessary to place domestic products on an equal footing with foreign productions.

If the rate of duty on our class of manufactures were reduced one-third a reduction on raw material equal to the reduction of duty would be necessary.

There has been a gradual decline in my wholesale prices from 1884 to 1894 of 20 per cent.

There has been an increase in competition in my line during past four years.

We desire an ad valorem duty, as it makes no discrimination.

I am making as many goods as in 1892.

The living of a family will cost about \$20 for provisions, \$2 for fuel, and \$1 for light per month.

I desire that some good wholesome laws be enacted and business will adjust itself to them. There should not be agitation of the tariff question at every session of Congress, thereby depressing business by keeping everybody in suspense.

There has been very little change in the price of living during the past four years.

My raw materials are wool and cotton.

My goods are necessities.

I pay 8 per cent per annum, or 1 per cent per month on loans.

Immigration has no effect on my business.

About 90 per cent of my force is skilled labor.

Any reduction of duty on goods I manufacture must be met by cheaper raw material or less price for labor. The latter I oppose, as it will place our laboring classes too near a level with slavery, thereby degrading them, resulting in a greater per cent of lawbreakers and a more corrupt nation.

I employ 12 to 15 men, women, and children, and pay \$1.50 to \$6.90 per week and furnish tenement houses free of rent.

I work more hours in summer than in winter, but make an average of about sixty hours per week.

I have no foreign competition.

None of my goods are exported.

There has been very little change in cost of manufacture since 1883.

There has been more decrease in price of raw material than in labor.

My selling prices have decreased since 1890.

Wool and cotton are the materials used in my manufactures.

On unwashed wool the duty is 11 cents per pound; on washed wool, 22 cents.

An ad valorem duty equal to difference of labor here and abroad would be necessary with free raw material.

I think while free wool would seem to work a hardship on the wool-growers, it would ultimately prove a benefit to all, as woolen goods could be manufactured for export, and keep woolen mills going and operators regularly employed, causing greater demand for wool, and establishing a price for wool equally as remunerative as any other agricultural product.

No. 5950.

Reply of Mount Airy Woolen Mills, of Mount Airy, N. C., manufacturers of jeans, blankets, etc.

[Established in 1880.]

Our business is to make jeans, linseys, blankets, and yarns for customers who send their wool to us to be manufactured for them, and we buy and exchange our goods for wool that is grown around us.

We have been doing this business since 1880, using some 50,000 to 60,000 pounds of wool yearly, and we have been doing a fairly paying business until the year 1892, when the Wilson bill began to be talked of, and free raw material discussed, and then wool depreciated greatly and we can not sell any of our goods for cash as we used to do, and this

state of things makes it hard for us to get money enough to buy such things as we have to pay cash for.

We do not want any free raw material and would most earnestly ask you to do all you can to defeat this Wilson bill, as it is the plain cause of the stagnation of the manufacturing business all over the country. And as to party interest, the Democratic party would be the party for us in these Southern States if it would only let free trade alone.

No. 5951.

Reply of Verlenden Bros., of Darby, Pa., manufacturers of jeans, cassimeres, etc.

[Established in 1859. Capital invested, \$125,000.]

We produced \$37,000 worth of goods in 1859, and gradually increased until 1892, when our output was \$254,889; in 1893, \$210,782. The kinds of goods are jeans and cotton cassimeres.

We ran less than full time in 1893—could not sell the goods.

The duty does not affect our product directly; no goods exactly like our make are imported.

Our domestic wholesale price was in 1884, 25 cents; 1890, 20 cents; 1892, 19 cents; 1893, 17 cents per yard.

There has been an increase in domestic competition since 1890.

We are not producing as much as in 1892, because depression in all classes of business causes a diminished market.

We have reduced wages 10 per cent during the past twelve months.

No. 5952.

Reply of the Carthage Woolen Mill Company, of Carthage, Mo., manufacturers of jeans.

[Established in 1884. Capital invested, \$100,000.]

We manufacture about 700,000 yards per annum of Kentucky jeans. This mill was established about ten years ago and has been running continuously since that time until the 1st of August, 1893, when for want of demand for goods the mill was shut down and remained so until the middle of January, 1894. Anything that tends to reduce the selling price of our goods will reduce the price of labor to just that extent. Every possible economy has been introduced in other lines. Dividends are at the minimum—in fact, are too often entirely wanting.

Wages were reduced, when starting up last month, 20 per cent from what they were a year ago. Prior to that time there had been practically no change since the mill was started. Cost of living has been somewhat reduced, on account of the extremely low prices prevailing of late.

Wool and cotton are our raw materials.

The goods made are necessities.

Any lowering of duties on foreign goods coming into competition with us would compel further reduction in the price of labor. The whole thing resolves itself into this, without entering into detail: With free wool we can compete with foreign goods by reducing the wages of our labor to a level with foreign labor. In no other possible way can it be done. And in our opinion the welfare of labor has been far better served by the tariff that has been in effect of late than by that which is proposed. And in this connection will say that we are honest in this, for we are much more largely interested in flour mills than woolen mills, and if any business could be bettered by the proposed change it would be that of flour mills.

No. 5953.

Reply of ———, of ———, manufacturers of jeans.

[Established in 1874. Capital invested, \$150,000.]

The amount of production can not be given, as it changes and varies so much. Present yearly output is about 700,000 yards of Kentucky jeans.

We lost the greater part of August, September, and October, 1893.

We think, under the tariff of 1890, the duties could be reduced 10 per cent on goods that conflict with ours. With free wool it could be reduced more; as much more as the present duty on wool amounts to.

We think jeans are made in this country only. The competition we would get would be from tweeds, low-priced cassimeres, etc. However, if wool is duty free, together with the cut in wages that we have already made, we would have overcome a reduction of one-third in the present tariff, very nearly.

Our domestic wholesale prices per yard have been as follows:

	1890.	1892.	1894.
	<i>Cents.</i>	<i>Cents.</i>	<i>Cents.</i>
Class A	20	19	17
Class B	26	26	23
Class C	34	33	30

We have a very much stronger competition, all from domestic manufacturers.

We desire a specific duty, because it prevents undervaluation.

In proportion to the number of days we run we are producing more goods than in 1892, although curtailing the time whenever possible.

We reduced wages from 10 to 12 per cent on January 15, 1894.

We have no difficulty in construing the existing law regarding importations.

The cost of living has decreased a little, we think, in past four years.

The cause of the present depression is the threatened tariff legislation, and as a remedy we would suggest that the U. S. Senate give the people a positive assurance that none of the business or manufacturing interests shall be seriously damaged or entirely wiped out by such legislation.

Wool, cotton, and rags for shoddy, are our raw materials.

Our goods are necessities, worn by farmers and laborers.

We pay 7 per cent per annum on loans.

Immigration has no effect on our business as far as we know.

About 90 per cent of our labor is skilled.

We would meet reduction of duty on our goods by reducing expenses, of which labor is the largest item.

We employ 25 men, at from \$2 to \$4 per day; laborers, \$1.25 per day; 95 girls and women, from 66 $\frac{2}{3}$ cents to \$1.25 per day; 10 boys, from 50 to 66 $\frac{2}{3}$ cents per day. Sixty hours constitute a week's work.

We do no exporting.

Materials have decreased in price. Cost of manufacturing has also decreased on account of larger production we are getting. We raised wages 10 per cent in 1885.

Wool is dutiable. See class Nos. 2 and 3, tariff act of 1890.

We recommend little, if any, change in the present rates of duty, although it might be scaled down some without bringing disaster all around.

No. 5954.

Reply of Maryville Woolen Mills, of Maryville, Tenn., manufacturers of jeans, flannels, blankets, etc.

[Established in 1877. Capital invested, \$50,000.]

We manufacture jeans, linseys, flannels, blankets, coverlets, and yarns. Total value of products is about \$80,000 per annum.

We run full time.

I am not informed as to what rate would be necessary to place domestic productions on an equal footing with the foreign product, but think the question of lower rate of interest in the old country at which money could be borrowed, the facts being that manufacturers are very large borrowers, should be considered, as also the lower wages that are undoubtedly paid in the old country.

In regard to reducing the rates of duty one-third, such a reduction, we think, would operate to stop our business.

The reductions of wholesale prices have been at least 40 per cent from 1884 to this date, the increased competition being very great since 1884 in our locality.

There has been very little increase in manufacture in the last four years, as far as we know.

We prefer both duties. The ad valorem is a great temptation to evade the law. The specific would not always cover the case.

We are producing as many goods as in 1892. We do so to keep down the average cost.

Tendency of wages has been downward. We have not reduced wages and will not until we are forced.

Cost of living has not materially changed during the past four years.

Present depression in trade is due to a general uneasiness among manufacturers in all lines, anticipating the new element of competition; that has affected the bankers who loan money, as also the distributing agents, called jobbing merchants and commission men.

Wool and cotton are the articles we use, and we think neither of these are raw materials, but the result of labor and capital invested in lands.

Our goods are necessities.

We pay 10 per cent per annum on loans.

Immigration has had a depressing effect upon our business.

We have trained nearly all of our help. None can be employed without skill.

We know of no other way of meeting a reduction of duty on goods than by reducing wages.

We employ women, 25; boys, 10; and men, 20; total, 55. Boys, make \$13, men make an average of \$30, women make \$16 per month.

Our hours of labor are sixty-six per week.

Not to any serious extent do foreign articles compete with ours.

We do not export anything.

As far as wages are concerned the cost of manufacture has increased since 1883.

The decrease in cost of manufacture has been in material.

Selling prices have decreased since 1890.

We consume in our manufacturing about \$100,000 worth of wool and \$25,000 worth of cotton.

Duty is paid on dyestuffs, but we do not know the rates.

We think there would decidedly be a necessity for duty on the manufactured article with free raw material, because of higher wages and interest on money.

Our views are that in our line nothing would be gained by a change of the law so as to reduce the present duties, either on the manufactured article or on wool.

We are of the opinion that the farmers would kill their sheep if wool were reduced below the present values, and place us at the mercy of the foreign importers.

No. 5955.

Reply of Broughton & Blackford Woolen Mills, of Paris, Mo., manufacturers of jeans, yarns, etc.

[Established in 1866. Capital invested, \$10,000.]

We produce about \$15,000 worth annually of blankets, yarns, jeans, cassimeres, and flannels.

We only run seven to eight months in the year.

To place domestic productions on an equal footing with the foreign product there should be a specific duty of about 20 per cent to equalize the cost of manufacturing.

Reducing the rates of duty one-third would cause a reduction of 5 to 10 per cent in the cost of production.

Domestic wholesale price of jeans is 36 cents; flannels, 30 to 32 cents; cassimeres, 60 to \$1 per yard; yarn, 55 cents; blankets, 65 cents.

The competition has been the same for the last four years.

We desire a specific duty.

We produced more goods in 1893 than ever before.

Wages have been lower during the past twelve months.

The cost of living of skilled workmen and families is about \$7 per week, all told.

We have no difficulty in construing the existing law.

The cost of living hasn't materially changed in the last four years.

The present depression, in my opinion, is due to the demonetizing of silver. Give us free silver in a parity with all nations.

All of our component materials are raw.

Staples are a necessity.

We pay the rate of 8 per cent on loans.

Immigration has no effect on our business.

Reduction of duty on goods must be met by getting the raw material cheaper.

We employ 10 men, 2 or 3 women, 2 or 3 boys and girls. They are employed sixty-six hours per week.

Foreign articles of like kind do not enter into competition.

None of my goods are exported.

The decrease has been in material.

Cost of manufacturing has decreased since 1883.

Selling prices have neither increased nor decreased since 1890.

One hundred per cent of the materials we use in our manufacturing are of agricultural production.

With free raw material a specific duty would be necessary on our manufactured articles to equalize labor.

Our wholesale prices have been the same since 1884.

The Wilson bill suits us, with a specific duty on the manufactured goods.

No. 5956.

Reply of Mountain City Woolen Mills, of McMinnville, Tenn., manufacturers of jeans.

[Established in 1873. Capital invested, \$60,000.]

We have been manufacturing about \$70,000 per year of all-wool filling jeans, 7, 8, 9, and 10 ounces per yard. Have made an average of about \$50,000 per year since establishment.

We lost about two months last summer in consequence of the money crisis.

Enough duty on wool is necessary to enable the woolgrowers to keep their sheep. Free wool in my opinion will kill the wool industry in America; don't know the scale well enough to say what duty is necessary.

We can't tell what reduction would be necessary to correspond with the reduction of duty, unless we could get labor at European prices, which are about 75 per cent under the wages we pay in this country.

Our domestic wholesale price in 1884 was 35 cents; in 1890, 32 cents; in 1892, 32 cents; in 1894, 30 cents.

There has been a great increase in domestic competition during the past four years.

I have increased my capacity and turn out some more goods.

Wages are the same and have been during the past twelve months.

A family of 3 can live on \$20 per month.

I do not know and have never seen a copy of the existing laws. I

want a tariff sufficient to enable me to run and pay good wages. McKinleyism is my policy.

The cost of living is about the same that it has been during the last four years.

The present depression is due to the expected reduction in tariff and the suspension of every class of business awaiting the action of Congress. Remedy: Let Congress adjourn at once, and let the present law stand until all protected industries shall be self-sustaining.

Our raw materials are wool, dyestuffs, and cotton warp.

My goods are worn only by the laboring classes and are very necessary.

We pay the rate of 8 per cent per annum on loans.

Immigration has no effect on our business, except as it affects my largest competitors.

About 15 per cent of our labor is skilled.

If you reduce the rates of duty one-third a cut on wages will be absolutely necessary.

We employ 45 girls over 16 years and 15 men; don't employ children. Average wages for common laborers are 60 cents per day; skilled ones, \$1.25 per day.

Our hours of labor average about seventy-two per week.

All cheap goods made of foreign wool and shoddies compete with us.

The cost of production remains about the same as in 1893. There has been but slight change in labor and material.

Selling prices have increased since 1890.

We consume annually about \$24,000 of native wool and \$4,000 worth of provisions.

We pay on wool a duty of 13 cents per pound; dyestuffs, don't know what duty.

There should be a sufficient duty to enable the manufacturer to run and pay his labor the wages they are getting to-day.

I favor the existing law until our national debt is settled, and thereafter let all duties be reduced in proportion to the ability of the industries to compete with Europe.

No. 5957.

Reply of Tennessee Woolen Mills, of McMinnville, Tenn., manufacturers of jeans, yarns, etc.

[Established in 1877. Capital invested, \$40,000.]

From 1877 to 1883 our production per annum was \$30,000; 1883 to 1890, \$40,000; 1890 to 1894, \$60,000.

We have run on full time for the past four years.

We do not know of any goods of the class of our manufacture being imported.

We are not directly interested in imports, only to the extent that goods of foreign manufacture would take the place of ours.

Our domestic wholesale price of jeans in 1884 was 28 cents; 1890, 25 cents; 1892, 23 cents; at present time, 20 to 21 cents.

We have had increased domestic competition during the last four years. Many new manufactories have started up.

We have been increasing our amount of production each year since 1890 and had demand for more goods than we could make until March, 1893. We have continued to make as many goods as possible, but it has been much harder to dispose of our product, and we are now carrying a large stock.

We are paying the same wages as when we began business in 1877, but with an increase in some departments. However, the general tendency in the past twelve months has been to reduce wages of skilled workmen.

As to cost of living of families: Good board can be had at our mills at \$6 to \$7 per month. We furnish good, comfortable 4 to 5 room house at \$2 per month. Fuel is \$1.50 per cord. Country produce is cheap.

As before stated, we do not think there are any importations of the class of goods we manufacture. There is only a local, Southern demand for same, which are principally manufactured in the South. However, if the tariff were entirely removed on foreign cheap cassimeres they would likely take the place of our jeans, and the South could not compete on cassimeres, as we have very little skilled labor.

Cost of living in our locality is about the same at all times, but farm products are now cheaper than they have been in many years, hence living is somewhat cheaper just at present.

We attribute the present depression in trade to tariff agitation and uncertainty as to final result. Manufacturers are afraid to purchase stock and make up goods, and the wholesale trade is afraid to buy except "from hand to mouth," and we would suggest that for the future interest of the Democratic party they should come together and take some immediate action.

Our raw materials are wool and shoddy and dyestuffs.

Our goods are necessities.

We pay 8 per cent interest on loans.

Immigration has had no effect on our business.

Our labor is 10 per cent skilled.

We can not tell what action will be necessary in case of reduction of duty on goods. However, we hope we will not have to cut labor.

We employ from 60 to 80 hands and pay males \$4.50 to \$6 per week; females average \$3; children, \$2.50 to \$3 per week.

Our hours of labor are sixty-six per week.

There are no foreign articles to compete with in our line so far.

We do not export.

Cost of our manufacture has decreased since 1883 by increased production. Material (wool) has decreased.

Our selling prices have decreased since 1890.

We consume in our manufacture three-fourths agricultural products, wool, etc.

With free raw material a duty is necessary on the manufactured article.

Business has been profitable under the protective tariff. We can not as yet foresee the results with the tariff on wool removed, but we earnestly request that whatever action is taken shall take effect immediately. The wool in the South is clipped and all on the market by the 19th of May, and unless the tariff is settled to take effect at once business will be in the same condition as last year. In our section manufacturers and wholesale dealers are in good condition for the change to take effect at once.

No. 5958.

Reply of Laurel Manufacturing Company, of Roswell, Ga., manufacturers of jeans, etc.

[Established in 1877. Capital invested, \$50,000.]

We were compelled to reduce wages during the past twelve months.

The present depression in trade is due to the unfriendly attitude of the party in power towards the protected industries of the country.

The amount of the tariff imposed does not in my humble opinion have very much to do with the trade of the country, but the continued meddling with it keeps the business world in a state of confusion.

We pay 8 per cent on loans.

Reduction of duty on our goods must be met by reducing the price of labor. We have no other alternative. To make a living we must either make goods of less intrinsic value and sell to the trade at a higher price, reduce the price of labor, or shut down.

I will state, in conclusion, that I am a Southern-raised man, have always voted the Democratic ticket, but do not hesitate to say that if the Wilson bill is enacted into a law in its present shape it means the death of the Democratic party. Promises do not give employment to idle labor or feed the starving millions of idle people, who would work if they could. The responsibility of the present situation is on the Democratic party.

No. 5959.

Reply of Nashville Woolen Mill Company, of Nashville, Tenn., manufacturers of jeans.

[Established in 1881. Capital invested, \$78,000.]

We manufacture Kentucky jeans, about \$150,000 annually.

We closed down about one month in 1893, on account of the financial depression.

We are unable to answer as to the duty needed on our particular goods, not knowing what foreign goods we would have to compete with. Our estimate could only be formed at present on the difference in wages and interest-bearing value of money.

The domestic wholesale price of Eureka doeskin in 1884 was 25 cents per yard; 1890, 21 cents; 1892, 19½ cents, and at present 18½ cents, quality remaining the same.

There has been a continued competition for the past four years by domestic mills, but no greater than the previous four years.

We would much prefer specific to ad valorem duty where it can be adopted, simply to avoid frauds of underbilling.

Since 1892 we have increased our production by increased speed to reduce the cost of production. We are running full time, but our stock of manufactured goods is very large.

Our wages have not been changed during the past twelve months, for we are waiting to see what changes are necessary.

As near as we can estimate the cost of a close living, including rent and exclusive of clothing, would be \$1 to \$1.50 per day for a family of 4.

We know of no importations of our exact class of goods, and can not apply the duty to it. Competition will come to us from cheap foreign cassimeres.

Living has decreased but little in food, but considerable in clothing, during the past four years.

The cause of the present depression is uncertainty of values and conditions resulting from the proposed change of governmental policy, enforced economy, and debt. Remedy, let Congress make duties large enough for revenue, and quit trying to take money out of one pocket and put it into another, while the working man is waiting for his pay.

We buy our warps, still they are raw material to us; all other materials are raw—wool, cotton, shoddy, and dyestuffs.

Our goods are necessities, but the poor man just now thinks they are a great luxury.

We are compelled to pay 8 per cent on loans, and offerings are very limited.

Immigrants rarely ever come this way. If they wear our jeans in the East they will help our business, and we would rather they would stay there.

About 10 per cent of our labor is skilled.

Unless cotton, wool, and shoddy should stand the reduction of duty, labor would have to.

We employ 39 men, 55 women, and 35 children, and pay laborers \$1, carders 50 to 75 cents, spinners 50 to 75 cents, weavers \$1 to \$1.25, skilled men \$1.50 to \$3 per day.

Our hours of labor are sixty-six per week.

None of our goods are exported, except a little to Mexico at a little advance in price.

Cost of manufacture has decreased about 20 per cent in raw materials since 1883.

Selling prices have decreased since 1890.

The entire consumption is local agricultural products, except findings and dyestuffs.

We pay no duty on our materials.

With free raw materials, a duty on manufactures would be necessary to cover difference of labor and value of capital.

As little change as possible in duty is desirable. We believe the revenue for the Government should be collected at the ports, and so placed as to give a reasonable protection to American enterprise, and employment to American labor and capital.

No. 5960.

Reply of Jackson Woolen Mills, of Jackson, Tenn., manufacturers of jeans and pants.

[Established in 1883.]

To answer categorically the interrogatories would be of very little material aid to the committee, as the mass of statistical information would simply develop the personal management of the mill and its varying successes from year to year since its organization, and would not bring out so clearly the "outside" influences that have entered so largely into the fortunes of this and kindred industries in this section

of the country. Directly our mill is not nor has been affected by the rates of duty or administrative customs laws, for the good reason that no goods made in foreign countries come directly in competition with the grade and kind of goods we make. Jeans is a *sui generis* of this country. It is like the mule, it is peculiarly adapted to the "soil, climate, and people."

Indirectly, however, the tariff has had a most disastrous effect upon our operations, which can be told in a few words: The mill was organized in 1883 to manufacture jeans, linsey, and stocking yarns. We paid 33 cents for tub-washed wool and sold our jeans to jobbers in Memphis, Nashville, and New Orleans at 32 cents per yard. In 1884 we paid 30 cents for tub-washed wool and sold our jeans at 30 cents per yard. In 1885 we paid 26 cents for tub-washed wool and sold our jeans at 28 cents. Stimulated by tariff reform, tub-washed wool advanced to 43 cents per pound in 1885 and jeans went the other way, down to 26 cents. Four thousand looms, under the impetus of trade, were started up in Kentucky and Tennessee, and to realize on the product of these looms it was necessary for the big fish to gobble up the small fry, and they proceeded to cut each other's throats. "It was this, and nothing more." The wage question has little to do with it. Give us the raw material—wool, cotton, and dyestuffs—at the same price woolen manufacturers pay in Bradford, England. Place an unnecessary tax on wool and we should have a compensatory bounty for every yard of goods we make, for you then place us under the disadvantage of fighting the bounty jumpers as well as reckless business men. Give us an equal showing with the world. Let us buy our raw material free of restrictions in the markets of the world and we ask no quarter; pluck, hard work, and live brain will get the persimmon.

All trades have been stimulated far beyond domestic consumption by high tariffs. It has been our curse and has now come home to roost. Fix upon some definite settled policy, pass the bill, adjourn, and let the country have a rest for several years.

No. 5961.

Reply of Doe River Woolen Mills, of Elizabeth, Tenn., manufacturers of jeans, blankets, etc.

[Established 1868. Capital invested, \$9,000.]

The value of our production has been from \$25,000 to \$30,000 per annum.

We have been running less than full time in the past two years for want of orders.

To place domestic products on an equal footing with foreign producers the duty should be enough to equal the difference in foreign labor. Specific duty seems the better, as the importer is as prone to undervalue his goods as one is to undervalue and conceal his property from the assessor.

If the rate of duty were reduced one-third the cost of production ought to be reduced as much.

The wholesale domestic price of our goods was about 10 per cent higher in 1884 than now.

There has been an increase in competition in the past four years.

We desire a specific duty, as there is less liability to cheat the Government.

We are not producing as many goods as we were in 1892 or as good. Wages have decreased in the past year.

Would estimate the cost of living to be about 50 cents a day for a family of two.

The present tariff law suits us very well.

The price of living has increased in some respects and decreased in others.

The causes of the present depression are the agitation on the tariff, and the uncertainty of what Congress will do. The writer sees no difference in the provisions of the two bills, Wilson and McKinley; they differ only in degree. My remedy would be to send Congress on a year's vacation to Europe, to observe the condition of the foreign workmen and hunt for markets superior to our own.

Wool is our raw material.

The goods we manufacture are necessities.

We pay 10 per cent interest on loans.

Immigration has no effect on our business.

Seven-eighths of our labor is skilled.

If the duty on our goods is reduced we will have to reduce wages or stop business.

We employ from 15 to 20 women, who weave by the yard, earning from 50 cents to \$1 a day, and 8 men at from \$1 to \$1.50 a day, and 4 children at from 40 cents to 50 cents a day. They work sixty-six hours a week.

We do no importing.

The cost of manufacture has been decreased by improved machinery since 1883.

Our selling prices have decreased since 1890.

We consume domestic wool and cotton in our manufacture.

Free wool would discourage farmers and cripple our business, and our inland position would give Eastern men the advantage over us.

There has been no change in the wholesale prices since 1892.

We recommend no change in the present rates of duty.

No. 5962.

Reply of Robert Eastwood, of Conyersville, Tenn., manufacturer of woolen goods.

[Established in 1867. Capital invested, \$3,000.]

I am not at present running the manufacturing department. The reason is not due to any tariff legislation, but to a fire, which destroyed my first mill.

My opinion as to the cause of the present depression in trade is the uncertain changes in the tariff. Times will revive as soon as that is settled.

I would like duties to be one-half ad valorem, the other half specific, as I think there would be less chance for fraud.

With regard to tariff legislation, I think that a tariff for revenue only is the most just. With regard to putting wool on the free list, I think it would be more just to the farmers to be protected than manufacturers.

What I call raw material is wool on the sheep's back, coal not mined, and iron ore before it has been dug. Cloth would be raw material for tailors. It was undoubtedly necessary to protect infant industries in past times. But I do not apprehend any danger as soon as matters are adjusted so that the people know what to depend on. I believe it to be the nature of people of all nations to sell as high as possible and buy as low as they can. The foreigner gives us nothing. When we buy from the foreigner he spends his time and labor for what he sells. We, on the other hand, spend time and labor in producing an equivalent. Wages will relatively be a little higher in the United States, so long as land can be bought lower than in old, thickly inhabited countries. A good thing for the United States would be a universal law regulating working hours in all the States.

No. 5963.

Reply of A. J. Thayer, of Fulton, N. Y., manufacturer of woolen cloth.

[Established in 1864. Capital invested, \$10,000.]

I have only a small mill, with but one set of cards and a capacity of 100 yards of cloth a day. The mill has been closed since the debate on the Wilson bill began. A protective specific duty, as established under the tariff act of 1890, would start the mill at once. Foreign cheap goods and labor are the causes of the trouble. If you will leave the tariff as it now is and drop the Wilson bill we will be all sound again

No. 5964.

Reply of Theodore Bird, of Bethlehem, Conn., manufacturer of cassimeres, yarns, and hosiery.

[Established in 1825. Capital invested, \$5,000.]

The past two years we have been running one-third time. We work only on orders.

The present rate of specific duty is necessary to enable manufacturers to compete with foreign trade. If the present rate is taken off we will go out of business and take to farming.

There is no honesty in an ad valorem duty.

We are not running at present, owing to having no orders.

Wages have held their own, but must come down now if the tariff is changed.

The cause of the depression is the Democratic threats of reducing the tariff. The remedy would be to postpone action on the Wilson bill or any other tariff changes until 1898.

We make only heavy goods for farmers' wear, and they are a necessity.

We don't borrow money.

If you reduce the duty on our goods the result will be for us to go out of business.

Our help work ten hours per day, but I work sixteen hours per day. The increase in cost has been in labor.

Our selling price has decreased since 1890.

We think no changes are necessary in the existing rates of duty.

No. 5965.

Reply of Pillsbury Woolen Mills, of Pillsbury, Minn., manufacturers of woolen goods.

[Established in 1889. Capital invested, \$5,000.]

I can't say as to my yearly amount and value of production, as I keep no books and do a custom trade only.

I have not been able to do the work that has been offered me until the past season. Farmers can't pay for work now.

In regard to reducing the rates of duty one-third, I would have to reduce pay about one-third. I would offer goods (if I had to sell) for \$1 (wholesale) that would have gone quickly a year ago for \$1.50.

There has been an increase of domestic competition during the past four years.

I desire a specific duty. With it an honest importer would have a better chance.

I am producing more goods than in 1892, but can't sell anything. I am positively suffering for lack of food. I could get help for board if I could get anything to feed them with.

If times were as good as they were eighteen months ago I would pay weavers and spinners \$1.75 per day. A family of 4 can live well here on \$1 per day. Average price of flour is \$2.25; potatoes, 35 cents; pork, 10 cents; butter, 15 cents; eggs, 12½ cents; beef, 8 cents; rent, \$4 per month; mixed wood, \$2 per cord; fresh fish, 5 cents per pound; milk, 5 cents per quart.

I make yarn, batting, blankets, suitings (or fancy cassimeres), and flannel, mostly custom work for farmers. I have had more than I could do. Until the past summer there was no lack of money with the farmers to pay for their work; but the present season I have had to take my pay in wool, and this I have not been able to sell for more than one-third of what I allowed for it. As a consequence the farmers are half clothed and I am one-third fed, and God only knows where this thing will stop. I hope you will do something to bring back the good old times.

No. 5966.

Reply of Ira Green, of Lapeer, Mich., manufacturer of woolen goods.

[Established in 1890. Capital invested, \$5,000.]

The amount of my production is about \$20,000 per year. I run the mill about eight months in the year.

This is a custom mill. Duty has no effect on the business.

Competition has increased in the past four years.

I am not doing as much business as in 1892, on account of no demand for the goods.

There has been no change in wages here.

The cost of living is from \$400 to \$500 per year.

I have no difficulty in construing the existing tariff law.

The price of living has decreased one-fourth in the past four years.

Protection has caused an unnatural production. To remedy it, shut down or adopt a six or eight hour run.

All my material is raw.

The goods I make are necessities.

I pay 8 per cent interest on loans.

Immigration has no effect on my business.

One-fourth of my labor is skilled.

I would meet a reduction of duty by cheapening everything.

I employ from 5 to 10 people for sixty hours a week.

I do no exporting.

The cost of manufacture has decreased one-fourth in both labor and material since 1883.

The selling prices have decreased since 1890.

There would be no necessity for a customs duty on the manufactured article with free raw material.

My goods are retailed at the mill; prices have decreased since 1892.

I have become a convert to free trade and a fair stand-up fight for supremacy.

No. 5967.

Reply of ———, of ———, manufacturers of woolen goods.

[Name and location withheld by request.]

We ran full time during 1892; averaged less than half time in 1893. We have practically stopped now, on account of the tariff agitation.

The present duty on our goods is necessary to meet foreign competition.

The wholesale price of our goods is from \$2.75 to \$4 per yard.

During the past four years there has been an increased competition in both foreign and domestic trade.

Compound duties are necessary to prevent fraud under single ad valorem tariff.

Wages have had an upward tendency for the last six years until last July. Since July they have tended downward.

We have no difficulty in construing the existing law in regard to importations of the class of articles we produce, and would suggest that the law be left as it is.

On the whole, we think there has been a slight decrease in the price of living in our locality during the past four years. In our opinion, the cause of the present depression in trade is adverse tariff agitation. Remedy: Leave the present tariff as it is.

There are no raw materials entering into our manufacture. The materials used by us are the finished product of others.

The articles we manufacture are necessities.

We are usually compelled to pay from 5 to 6 per cent on loans.

The effect immigration has on our business is to increase population, and thereby increase consumption.

Five-sixths of our labor is skilled.

We propose to meet any reduction of duty on the goods we manufacture by reduction of wages.

We employ 400 operatives when running full time, and mostly men. Skilled help average from \$1.50 to \$4 per day; unskilled, from \$1 to \$1.25 per day. The regular time of employment is sixty hours per week. The last half of 1893 they were employed forty hours per week. They are not employed at all at present.

Foreign articles enter into competition to a very large extent with our goods.

We export none of our goods, and never can on American wages.

Since 1883 there has been a small decrease in the cost of materials, but an increase in labor. Our selling prices have decreased since 890.

All of the goods used in our manufacture are of domestic growth or production.

The materials we use on which we pay a duty under the present law are some wools and yarns, also some dyes and chemicals.

If our raw material were free there would be a necessity for customs duty to compensate for the difference in the cost of labor.

We have no changes to suggest in existing rates of duty. Would recommend the enforcement of the present laws.

No. 5968.

Reply of W. T. Craig, of New Bethlehem, Pa., manufacturer of woolens.

I have spent almost fifty years of active life in the manufacture of woolen goods, lumber, and flour. In the light of my experience during that time, I will briefly attempt to answer some of the list of interrogatories you propound.

The many prosperous years preceding 1893 begat expensive methods of living and created the desire to secure rapidly means of support, while the present administration was pledged to revolutionize duties levied upon imports of foreign manufacture and admit them free, which, if carried out, means the lowering of not only wages, but other items as well—in fact, as the merchant terms it, a general marking down. While I am not blind to the points to be gained, viz, to increase the volume of goods we export, the change should be gradual, that the people may conform to it by degrees. There have been but a few times, perhaps, in the history of our Government worse fitted than the present for the adoption of the measures contained in the Wilson bill. The surplus of goods has been consumed, prices reduced, and, with positive assurance that little change will be made with the duties now in force, manufactures will resume, confidence will be reinstated, millions of dollars will enter trade channels, the revenues will be increased, and prosperity will be the result; while to pass the Wilson bill means chaos, uncertainty, strikes, and depression, until the people readjust wages and prices to conform to the then existing conditions, which evidently must require time.

If free trade is best let it come less suddenly. Arsenic is used in the

healing art in small doses, perhaps with good results, while larger doses might produce convulsions and death. In railroad parlance, the brakes have arrested our career. People have caught a glimpse of things and slowed up. The lesson will be wholesome but expensive. But "off brakes!" are the magic words which will set the wheels of commerce in motion again—the quicker the better.

No. 5969.

Reply of William S. Wardwell, of Converse, Ind., manufacturer of woolen goods.

I am not an exporter or importer. I manufacture goods and yarns for a local trade and manufacture all the goods I handle.

I have paid \$1.50 to \$2 per day to my labor. Wages at present are \$1 to \$1.50. I can get all the labor I want at \$1 per day.

Living as moderate livers and with prices as they are now, for a family of five it will cost \$8 per week.

France, having a double standard of gold and silver on an equality and their circulating medium up to \$50 per capita, can not be else but prosperous.

If this country will make a double standard both of gold and silver on an equality and issue full legal-tender national notes until our circulating medium reaches the amount of \$50 per capita, I will run my business, tariff or no tariff, and pay wages that will enable the laborers to get their share of what they produce.

No. 5970.

Reply of Fincastle Woolen Mill, of Fincastle, Va., manufacturer of woolen goods.

[Established in 1842. Capital invested, \$2,500.]

My business is rather a custom one. I do work for the farmers and make some goods to exchange for wool. My business is nearly altogether with the farmer. I handle about 10,000 pounds of wool a year. Business was better in 1893 than usual. I can account for that because wool was so low; farmers exchanged or had it worked up rather than sell the wool.

I would like a moderate duty on wool.

I made more goods in 1893 than in 1892.

Have made no difference in wages the past twelve months.

The cost of living has decreased in the past four years.

My raw material is wool.

My goods are necessities.

I work 5 hands, 2 females and 3 males.

No. 5971.

Reply of J. Schofield & Son, of Indiana, manufacturers of woollens.

We are running a woolen mill in southern Indiana, and will say to you honestly that our business has been very much decreased in the past eight months, so much so that we have had to lose a great deal of time, and we believe it is caused by the prospects of a large reduction in the protective tariff duties.

We believe, and most sincerely, too, that our country, so far as woolen mills are concerned, needs a protective duty, and, to be fair, we believe it should apply to woolgrowers as well.

I trust your honorable body will supply a reasonable duty, which will prove both satisfactory and beneficial to the country in general.

No. 5972.

Reply of Cedarburg Woolen Mills, of Cedarburg, Wis., manufacturers of woolen goods.

We have been in the manufacturing business since 1865, and have never before experienced such a stagnation and depression in trade in the manufacturing line. Ever since the last Presidential election business has gradually diminished. A change in the national administration has created an uncertainty and lack of confidence in the commercial world. Mills are idle or running on short time at reduced wages. Buyers have no confidence and will not buy goods at prices less than what they cost to produce last year. We have not run our mills the entire year, owing to lack of orders. After the tariff act of 1890 passed, more manufactories started up, more labor was employed, mills ran on full time with good wages to the workmen, and the competition thus arising put goods on a very low basis and within reach of all.

We prefer a specific duty, as it cuts off the undervaluation of goods sent to our country.

We believe the defeat of the Wilson tariff bill would give the country a general reaction, and we hope you will use your best efforts to this end.

No. 5973.

Reply of Nicholas W. Steele, of Haight, Md., manufacturer of kerseys.

We are engaged in the manufacture of woolen kerseys of a cheap grade that sell at 40 cents per yard, and will say we are heartily in favor of the Wilson bill. It costs us but 5 cents per yard for all labor to manufacture our goods, and by giving us free raw material and a duty of 40 per cent on manufactured goods you can readily see that we are placed on an equal footing with the foreign manufacturer in raw material, and the only advantage they will have is, possibly, they may get their labor a little cheaper; but granting they get their labor for nothing, then we are 11 cents per yard yet ahead, as 40 per cent duty on 40-cent goods is 16 cents per yard; deduct the cost of our labor,

which leaves 11 cents. Our opinion is that you will relieve the country, as well as all business, by passing this bill immediately, as that is all the buyers are now waiting for, that they may set a price and place large orders, as there are no goods now on hand.

No. 5974.

Reply of William Fell & Son, of Rawsonville, Mich., manufacturers of woolen goods.

[Established in 1855. Capital invested, \$10,000.]

We ran less than full time, last year, on account of dullness of trade.

We can not say exactly what duty is necessary to place domestic products on an equal footing with foreign productions, but at least sufficient to enable us to pay the difference in cost of labor and raw material.

In 1890 the wholesale price of our skirts per dozen was \$9; 1892, \$8; at present, \$6.50.

There has been an increase of competition at home, that is, more factories have been engaged in making our style of goods, but we think this is owing to the growth of the country. We can not say in regard to foreign production.

We desire a specific duty; we think less chance for fraud.

At present we are stopped; absolutely no market for our goods.

The tendency has been to lower wages during past twelve months.

Board and lodging of a skilled workman are \$3 to \$4 per week. Other items, such as clothing, social advantages, etc., perhaps from \$2 to \$3 per week.

The present law is all right, as trade has adapted itself to it, and any change with a tendency to lower prices would work injury to a manufacturer of staple products.

The price of living during the past four years has decreased. Flour four years ago was \$6 per barrel, now it is \$4. Clothing is about 20 per cent less. Meats are about same.

The cause of the present depression in trade is the uncertainty as regards prices six or nine months hence. Dealers will not place any orders only for present needs. The remedy seems to us to be that the sooner we know what will be the law the better, as we can then figure with some certainty.

Our raw materials are wool and dyestuffs.

Our goods are necessities.

We pay 7 per cent on loans.

Our labor is all skilled.

Any reduction of duty on goods we manufacture must be met by reducing the cost of labor and raw material.

We employ, when we run full time, 30 hands. We pay children 50 cents per day. Weavers, men and women, make from \$1 to \$1.75 per day; spinners, \$1.50; bosses, \$2.50 to \$3. They work sixty hours per week.

Foreign articles of like kind enter into competition with us, but we can not say as to what extent.

Our goods are all consumed at home.

Cost of manufacture has decreased in both labor and materials since 1883.

Selling prices have decreased since 1890.

We use 150 pounds of scoured wool per day in our manufactures. A customs duty on our goods would be necessary with free raw material unless we could procure labor at the same prices as the foreigner.

We would not recommend any change whatever in the present rates of duty. It is our opinion that any sweeping change in whatever direction can not only be deleterious to manufacturers or producers, but also give the speculator or nonproducer a chance to make money out of the producers. Our argument would be to revise the tariff only as it became necessary, the information for this necessity to be obtained from those immediately engaged in that particular business.

No. 5975.

Reply of F. Fisher & Sons, of Sugar Creek, Ohio, manufacturers of woolen goods.

[Established in 1836.]

Our mill was established in the year 1836 as a custom fulling mill and continued as such until 1851, when a roll carding machine was added to our mill, and in the year 1860 enough other machinery was added so that finished goods were made of wool that customers brought and had made into such goods as they needed for their own use, and such is the character of our mill to-day. Of course, we purchase some wool each year (all domestic wools) and manufacture knitting yarns, blankets, skirts, satinetts, jeans, etc., which we sell only at retail at home, and by a traveling salesman who sells to individual consumers, so you can see that the present duty or tariff on imported wool is no benefit to us in our business, but we have always believed that free wool would be a benefit to the manufacturers of this country; at least, we would be very willing to have a trial of the Wilson bill if it can be enacted into a law.

No. 5976.

Reply of Wilton Woolen Mills, of Wilton, Me., manufacturers of woollens.

[Established in 1871. Capital invested, \$20,000.]

We ran on short time during the fall of 1893 for want of orders.

The present tariff is about right to place domestic products on an equal footing with foreign producers.

There has been an increase in both domestic and foreign competition since 1890.

We are not producing as much as in 1892, because we have fewer orders.

There has been a decrease in the price of wages during the past twelve months.

For a family of 2 the cost of living is about \$400 per year.

We suggest that you leave the law as it is and the whole country will be happy. Otherwise we will be in a state of demoralization continually, as we now are.

No. 5977.

Reply of Atlas Manufacturing Company, of Newark., N. J., manufacturers of woolen goods.

[Established in 1853.]

We have been running less than full time since the introduction of the Wilson bill into Congress, because it threatens to destroy the wool industry. Woolen manufactures are either shut down or running a part of their machinery, and consequently will not buy machinery or make repairs.

A specific duty of not less than 50 per cent is necessary to place domestic products on an equal footing with foreign producers, because foreign wages are less than one-half American wages.

If the rate of duty on our manufactures were reduced one-third we would be compelled to reduce the cost of production in proportion.

There has been an increase in competition in the past four years.

We desire specific duty by all means, for then we know just what that is, while an ad valorem duty depends upon the honesty of the importers; and, as many have no regard for an oath, the ad valorem duty does not protect.

We are not producing as many goods as we were in 1892, because of the threatened destruction of the wool industry.

Wages have decreased in the past twelve months.

The cause of the depression of trade at the present time is solely the tariff agitation. The remedy would be to let it alone.

We use no raw material.

The goods we manufacture are necessities.

Nearly all of our labor is skilled.

We would be compelled to meet reduction of duty on the goods we manufacture by reducing wages.

We employ only men. Wages are from \$12 to \$18 per week. They work fifty-nine hours a week.

We export a small proportion of our product and get the same price as from domestic consumption.

There would be a necessity for a customs duty on the manufactured article with free raw material.

We do not believe there is such a thing as raw material, except the iron ore as it lies in the ground.

While pig iron is the finished product of the furnace, wool is also the finished product of the woolgrower, and we do not see that there are any such things as raw materials, except minerals as they lie in the ground.

No. 5978.

Reply of Glenwood Woolen Mill, of Glenwood, Mo., manufacturers of woollens.

[Established in 1882. Capital invested, \$6,000.]

The value of our production is from \$3,500 to \$5,000 per year.

We only run from six to seven months in the year, as the spring and winter seasons do not pay us.

To place domestic products on an equal footing with foreign there must be duties placed on wool and dyes sufficient to meet the difference between European and American labor.

If the rate of duty is reduced one-third on our class of goods we will have to make one-third in reduction of the cost of our production.

Our domestic wholesale prices were about the same until the last year, when they fell 15 per cent.

The competition from the German knitting yarn has increased since 1890.

We desire a specific duty.

Our sales are one-third less this year than in 1892.

We have paid the same wages or higher during the past twelve months.

A skilled workman having 5 members in his family, besides a hired girl, gives us the following estimate of his living expenses: For the first three months of 1893 his actual expenses were \$139.65; out of this he paid for meat, \$20; coffee, \$4; bread, \$9, and for sugar, \$12. If his rent is added to this the entire amount is \$159.

We have no difficulty in construing the existing law, but we would suggest that we have higher duties on rags and shoddies, or that their importation be prohibited.

We also suggest that there be more rigid collections of the existing duties.

The cost of living is the same as in 1890.

The present depression is, in our opinion, due to the buying of silver and not using it. The World's Fair took money out of one man's pocket and gave it to another without earning it.

My remedy for the present depression is to coin the money bought, make a more rigid examination of pensioners, and give a reasonable protection to manufacturers.

Of the material used in our manufacturing 90 per cent is raw.

We consider our goods necessities.

We pay from 8 per cent to 12 per cent on loans.

Fifty per cent of our labor is skilled.

To meet a reduction of duty on our manufactured articles we will have to buy cheaper raw material and reduce wages.

We employ from 7 to 10, and are paying from 50 cents to \$2.50 per day.

Our hours of labor are sixty per week.

Foreign articles enter into competition with us to the extent of 50 per cent.

We do no exporting.

There has not been much change in the cost of manufacturing or in our selling prices since 1883.

If wool is considered an agricultural product we use 90 per cent of it in our manufacture.

Our dutiable materials are wool and dyes.

If raw materials were free we would need a customs duty on our manufactured article.

We want a law to compel putting a stamp on shoddies when they have been used.

We think that wool will take care of itself without a duty.

No. 5979.

Reply of John McLain, of Washington, Pa., manufacturer of woolen goods.

[Established in 1867.]

I have been out of the woolen business for three years, but while out of the business I take a great deal of interest in it. I can not see how a man can run a mill without a tariff that will fully make up for the difference in the wages of this country and foreign ones. The high wages here keep the money in circulation. Then, there is another thing, I think, would help: Put a high tariff on all the diseased rags of foreign countries till the price advances so that they can not be brought to this country. I am in favor of a high protective tariff on foreign things of all kinds to protect America in her infancy.

No. 5980.

Reply of J. W. Wright, of Wegachie, N. Y., manufacturer of woolen goods.

[Established in 1830. Capital, \$35,000.]

I have done very well until the last year, which has been the hardest year I have ever experienced in the woolen business.

I think the present hard times are due to the proposed reduction in the tariff.

Merchants would not give me an order unless I would come down in my prices to correspond with the reduction that would be made by having free wool, so I had to close my mill, as I could not get my help to agree to a reduction in their wages. I will not start my mill until the tariff question is settled, as I will then know what to expect. If we can get protection on our goods according to the price paid for labor I will start my mill again. If the reduction on woolens proposed in the Wilson bill as it passed the House is made I will not be able to continue my business.

My employés can not live in this cold country as cheap as in a warmer climate.

I think that the present tariff should be retained until we have given it a fair chance, as there would then be no loss of confidence on the part of the public.

The prices of my goods were 40 cents higher in 1884 and 1892 than in 1893. When I made a sale I was sure of my money.

I have sold only one-fourth of the goods I produced in 1893.

If the duty is reduced one-third on my class of goods there would have to be a reduction in labor and in dyes.

The wages I paid in 1893 were the same as in preceding years.

My annual production was valued at \$35,000, but last year I only produced \$15,000 worth of goods.

Why do England and Canada rejoice at the proposed reduction in tariff? "Because it is calves to them and calves out of the American people." It is an old saying, that "a man who provideth not for his own household is worse than an infidel." This is the principle set forth by Congress, as it will not provide for its own country.

I am not in favor of free trade in America.

No. 5981.

Reply of Kingston Woolen Mill, of Kingston, Utah, manufacturers of woolen goods.

[Established in 1891. Capital invested, \$10,000.]

Our woolen mill has not been running for two years.

Labor being higher in this Territory, we are not able to compete with imported goods.

The tendency of labor is lower.

The present tariff law should not be reduced, or it will destroy wool-growing in the United States.

The price of living is about the same as four years ago.

No. 5982.

Reply of Slayden-Kirksey Woolen Mills, of Waco, Tex., manufacturers of jeans and clothing.

[Established in 1883. Capital invested, \$700,000.]

We did not start the manufacture of goods until about June, 1884, as we were that long in getting everything in working order. From June to December, 1884, we manufactured jeans, cassimeres, yarns, flannels, and blankets to the extent of \$250,000. We continued manufacturing the same goods from 1884 to 1887, and the production annually amounted to not less than \$450,000. In 1887, in addition to the goods manufactured as above, we added machinery to our plant and began manufacturing piece goods into clothing, which we continue up to this date. We weave annually 600,000 yards of goods and 40,000 dozen garments.

From June to December, 1893, we ran our factory on half time. This was due to the general depression of business throughout the country.

Having never imported any goods, we are unable to state as to what duty would be necessary to place domestic products on an equal footing with foreign producers.

If the duty on our class of goods were reduced one-third we would consider it necessary to reduce the cost of producing our goods in the same ratio.

Taking goods that we sold in 1884 for 75 cents per yard as an average, we would say that the price has been going down steadily, owing to heavy home competition, until the same goods can now be purchased for from 20 to 33½ per cent less. The decrease in price has been from year to year, hence we are unable to give the decrease for any certain years excepting 1894, as compared with 1884, which decrease has been stated above.

There has been quite an increase in competition in our line of manufacture during the past years, both domestic and foreign.

We would prefer and desire a specific duty, because we would then know just what to do and how to gauge our prices in order to meet competition.

We are not now, and have not been for the past ten months, manufacturing as many goods for the same time as we did in 1892, owing to

the general stagnation of business and disinclination of people to buy our character of goods.

The tendency of wages during the past twelve months has been downward.

As near as we can estimate, some of our skilled operatives pay rent of from \$12 to \$15 per month, while other necessities of life would be about the same as elsewhere, depending, of course, on the size of the family, as well as their habits and mode of living.

We have no difficulty in understanding the existing laws in regard to importations of the class of goods we manufacture, and the only suggestions that we could make would be that we think it to the interest of the country to remain as at present.

We do not know that there has been any change in the cost of living in our locality in the past four years.

In our opinion, the present depressed condition of trade is due to the tariff agitation, thereby causing a feeling of uneasiness among all classes of business men who are interested in any way.

Wool is the only raw material that we use.

We have been able to secure money for our use at from 6 to 8 per cent per annum.

Immigration has affected our business in this way: As a community where we did business settled up more closely the demand for goods of course increased, thereby enabling us to sell more.

All our labor is, to a certain degree, skilled.

The only way that we can meet any reduction of duty on goods that we manufacture will be to reduce the value of stock in the goods and reduce the price paid our labor.

We employ from 400 to 600 people, divided about as follows: One-fourth men, one-fourth children, and one-half women. We pay our labor by the piece or dozen, depending on the department they are engaged in. For skilled labor we pay from \$2 to \$4 per day, and for unskilled it will average 75 cents to \$2 per day. Our employes work sixty hours per week.

We export none of our goods.

The cost of manufacture of our goods remained the same from the time we first started until August, 1893, and since that time it has perhaps decreased 20 to 25 per cent.

The decrease in the cost of manufacture has been both in materials and labor.

Our selling prices have decreased in proportion to the decrease in cost of manufacture.

We consume nothing of the agricultural productions of the country in the manufacturing of our goods, except wool, of which we use over a million pounds per annum.

We import nothing whatever.

Even though raw material were admitted free, and labor remained as now, a duty on the manufactured product would be necessary in order to allow us fair returns on our investment.

Wool in 1884 was worth 22 cents for fine medium. In 1890 the price was about the same, while in 1892 it was worth only from 19 to 20 cents. These prices have decreased since 1892 to about 40 per cent.

We would prefer to see the existing rates of duty and administrative custom laws remain as they are.

No. 5983.

Reply of John H. Thies & Son, of Steeleville, Ill., manufacturers of woollens.

[Established in 1862. Capital invested, \$12,000.]

We have not been running full time during the past two years, because of not being able to make a living profit.

If the duty on our class of manufactures were reduced one-third, about one-third reduction in cost of production would be necessary.

There has not been, to my knowledge, much increase in competition during the past four years.

A specific duty, we think, is desirable.

We are not manufacturing as many goods as in 1892, because of lack of demand.

Tendency of wages has been downward during the past four years.

No. 5984.

Reply of Martin Good, of High Spire, Pa., manufacturer of woolen goods.

[Established in 1856.]

I have been in the woolen manufacturing business for myself the last thirty-eight years. I was brought up in it; am now 61 years of age and have always, in my time, considered a good reasonable tariff basis an advantage to the country, especially on raw material. My experience in my business is that when the farmer and the wool-raiser can get along there is no trouble to sell woolen goods, and when they lag every other industry around us will be lagging.

No. 5985.

Reply of J. C. Gehly, of Yorkana, Pa., manufacturer of woolen goods.

My business is woolen manufacturing, and I find that you can not improve the wool or woolen schedule any by giving us free wool or free woolen goods. According to the best of my knowledge and judgment, you had better let the duties remain as they are on the above-named goods. The threat of lowering duties on imports, as the Wilson bill has it, has shown its effects all over the country, and the late election in Pennsylvania should be sufficient evidence to convince a majority of the Senate that they had better let the customs laws remain as they are.

No. 5986.

Reply of John Daniels, of Stafford, Ohio, manufacturer of yarns and blankets.

[Established in 1862. Capital invested, \$2,000.]

I run about seven months in the year.

The rate of duty does not interfere with my business, except a little on dyestuff.

Wholesale prices of yarn in 1884, 85 cents per pound; 1890, 75 cents; 1892, 73 cents; 1894, 65 cents. Blankets, 1884, \$7 per pair; 1890, \$6.50; 1892, \$6.50; 1894, \$6.

There has been no increase in competition in my line during the past four years.

Duty will not interfere with my business.

I am producing as many goods as in 1892.

Wages have been lower during past twelve months.

I have no suggestions to make as to the existing law in regard to importations.

There was not much difference in prices of living during past four years.

The causes of the present depression in trade are overproduction and schemes of capitalists.

Wool is my raw material.

My goods are necessities.

I pay 6 per cent on loans.

Immigration has no effect on my business.

One-fourth of my labor is skilled.

To meet any reduction of duty on goods I manufacture must use cheaper material.

I employ 3 persons; 2 boys and 1 man; \$5 per week. They work fifty eight hours per week.

I have no foreign competition.

I do not export any of my goods.

The cost of manufacture has decreased since 1883, in both materials and labor.

Selling prices have decreased since 1890.

I consume 5,000 pounds domestic wool yearly in my manufacture.

I do not use imported wool.

No. 5987.

Reply of Fawcett Bros., of Brookville, Pa., manufacturers of woolens.

[Established in 1890. Capital invested, \$10,000.]

In our manufacture we use 10,000 pounds of wool per annum.

A reduction of duty will not have any effect on our business, as we do nearly all custom work. We sell one-half of our goods to country trade at retail prices.

We are producing as many goods at present as in any former year. Our prices have been stationary for a number of years.

The value of our production was more in 1893 than in any of the preceding years on account of the low price of wool.

We need a duty on our class of goods, for we think that the higher things are the better for us.

Our employés need as much as they earn for their living expenses.

We think we will reduce wages this season.

No. 5988.

Reply of Frederic Barlow, of Boston, Mass., manufacturer of woolen goods.

Pass some kind of a bill without any more delay. The writer has dropped one-half of his capital this last eight months, owing to depression in trade. Personally I don't fear foreign competition, but would prefer to pay my help fair American wages. Restrict immigration and keep out Polish Jews and that class.

A specific duty is best. Put at least 40 per cent on shoddy and wool wastes of all kinds if you want to retain Democratic followers, or the help will get it where the chicken got the ax.

No. 5989.

Reply of Danville Woolen Mills, of Danville, Ill., manufacturers of woolen goods.

[Established in 1890. Capital invested, \$65,000.]

The value of our output is \$75,000 per annum.

We have run only half time during the past two years, and less in 1893, because of no demand for goods.

To place domestic products on an equal footing with foreign producers not less than 60 per cent specific duty is necessary, on account of cheap labor, interest on investments (difference between Europe and America), and mode of living.

Domestic wholesale price on cassimeres in 1890 was \$1.10 per yard, $\frac{6}{4}$ 14-ounce; blankets, 90 cents per pound, and flannel 30 cents per yard, 5-ounce. To-day, on cassimeres, 80 cents; blankets, 65 cents; flannels, 25 cents.

There has been more or less competition in America during the past four years, but none to speak of from Europe.

A specific duty would be best; ad valorem would do, if honestly enforced and collected.

At this date we only make about one-half the amount of goods that we did in 1892, hardly that. Cause, uncertainty as to values and no demand.

There has been a gradual reduction in wages, but not for twelve months, only for about six months.

As to the cost of living of a family of a skilled workman, that depends on the individual; some more or less. It would take on an average for a family of 4 to 5, \$10 per week—must be very economical at that. This includes clothing, fuel, and house rent.

We think we understand the existing law in regard to importations, and have only to say that the proposed new law, free wool and 40 per cent ad valorem duty, will make woolen-mill property in the West very cheap, so that anybody who sees money in the woolen business under the new law can get a Western woolen mill very cheap.

No. 5990.

Reply of H. L. Naramore, of Sharon, Mass., manufacturer of harness pads.

[Established in 1885. Capital invested, \$7,000.]

My annual production has been about 1,000 dozen pads until recently, when it fell off about 20 to 25 per cent.

We reduced hours and pay last autumn because our sales fell off on account of the depressed condition of all business, which was, in my judgment, superinduced by fear that tariff changes were to be made.

To place domestic products on an equal footing with foreign producers will need a specific duty (they should be specific where the nature of articles will admit of it); should be fully up to the difference in price of labor here and abroad, as stated in the tariff plank that was reported to the Democratic convention in 1892 and voted down by nearly a two-thirds vote. My reason for strongly advocating specific instead of ad valorem duties is, we are sure to be cheated in undervaluations by the latter.

Shoddy felt competes with my goods, and I would like to have a duty on it very high for the good of all of our people. My principal raw material, wool, which is the completed product of many thousands of my brethren in the West, I am patriotic enough to be perfectly willing to pay the present duty on.

My wholesale price in 1890 and 1892 was from \$3 to \$11 per dozen, according to size and shape. At the present time they are 20 per cent below these prices.

There has been an increase in shoddy-felt pads that compete with mine.

I desire a specific duty on shoddy high enough to be practically prohibitory for economic and sanitary reasons. Duty on wool as it now is.

I am not manufacturing as much as in 1892, because the business depression causes more people to buy the cheaper shoddy-felt pads or none.

The tendency of wages has been downward the last six months.

I compete with other manufacturers by the protection of three patents, which cost me \$4,000.

The question as to which foreign country is the most prosperous and to what it is due, I think, gives a hint that we may pattern after a foreign country with profit. In my opinion this is absurd, as conditions are so different. Our country occupies a unique position and condition in the world. No royal family of several generations to support at great cost; 25,000 standing army instead of 1,000,000 to 2,000,000; large, new, and productive country instead of small, crowded, old countries as in Europe. For these and other reasons I am convinced that we should legislate for ourselves and keep our own people employed

by such legislation as will result in the minimum of importations and the maximum of home production.

I suggest that Congress pass a joint resolution that the present tariff shall not be changed for two years; still better, four years. I fear our Democratic party has made a mistake in attempting to revive business in foreign countries at the expense of our own business. And I tell you the truth when I say that many other Democrats in this region, half at least, I think, are of the same opinion. Few of them say this publicly or before Republicans, but privately they are very free to express the fear that the administration is drifting into a position on the tariff that will disrupt the party.

No. 5991.

Reply of the Beach Manufacturing Company of Hartford, Conn., manufacturers of fleece-lined cloth, etc.

[Established in 1888. Capital invested, \$50,000.]

Our capacity is \$300,000 annually.

We have run on short time, partly in removing and improving machinery and the last eight months only about half time, owing to business depression.

Either specific or ad valorem duty exceeding 25 to 30 per cent would be necessary to place domestic products on an equal footing with foreign producers.

If the rate of duty was reduced one-third no reduction in the cost of production would be necessary on account of the duty remaining.

There has been no special change in the domestic wholesale price of our goods since 1892.

There has been more or less increase in competition in some departments, especially hygienic underwear.

We desire an ad valorem duty because more equitable on values.

We are producing as many goods as we did in 1892; the capacity has been increased.

There has been no change in wages with us, but we think wages are less generally.

We have no difficulty in construing the existing law.

There has been no material change in the cost of living during the past two years.

The present depression in my opinion is due to the tariff, financial, and extravagant former legislation. Remedy: Prompt and decided action by Congress on the general lines of the Wilson bill. Pay less attention to "Senatorial courtesy" and more to the urgent demands of the people, who want to know without any unnecessary delay where they "are at" and what to depend upon. Then they will adapt themselves to the situation and set the wheels of industry in motion, thus securing to labor and the business community the encouragement hoped for. This, to our minds, is of more vital importance at the present time to the revival of business than all others of the 35 questions named.

Our raw materials are cotton and wool.

Our goods are necessities.

Immigration has no effect especially on our business.

Fifty per cent of our labor is skilled.

We have not had much competition with foreign articles.

None of our goods are exported.

With free raw material there would be a necessity for a customs duty on our manufactured articles.

There has been a slight decrease in wholesale prices since 1892.

No. 5992.

Reply of Allen Wright, of Dowllettown, Tenn., manufacturer of woollens.

I am running a woolen mill, and doing custom work only, but yet I have felt the effects of this year's uneasiness very distinctly.

A majority of your questions do not apply to my business, and the answers to the others will only be approximate. Whereas tub-washed wool was worth from 45 to 60 cents per pound in 1892, it is worth from 24 to 25 cents at the present time. As raw wool is the only thing that I sell that is the only question I can answer.

Leave the tariff act of 1890 as it is, but give us more money. The business of the United States can't be conducted on the meager sum of \$3 per capita. We must have more money, and that soon, or the country will be in the worst state of demoralization that it has experienced since its foundation.

No. 5993.

Reply of W. H. Gillilan, of New York, importer of woollens.

I am not a manufacturer, but an importer of English woollens, on which under the present tariff I pay a duty of 44 cents a pound and 50 per cent ad valorem. Under the proposed new tariff the duty is made merely 40 per cent ad valorem; my views are summed up in a few words—what I want, what the country wants, is for the Senate to act, and act quickly. Anything is better than uncertainty; as soon as the new tariff becomes a law business will start up, and I predict under a low tariff we will have prosperity.

No. 5994.

Reply of J. B. Saalman, of New York, N. Y., merchant tailor.

I handle fine woollens for gentlemen's wear. The class of goods I handle can not be made satisfactorily in the United States, neither with the present nor reduced wages. I have been importing over \$5,000 worth of woollens annually, but from the present unprotected condi-

tion of my business from the foreign clothing transgression agents find my business falling off almost to nothing, and unless a relief comes soon would find it more profitable to move my establishment to London, England. Many of my business colleagues are of the same opinion, and suggest that a duty should be put on clothing over a specified valued amount, that no smuggling be permitted through the custom-house, and that none but thoroughly honest officials be employed therein.

Since the practice of using English-made clothing has been instituted here it has done a tremendous lot of injury to my class of tradespeople. We only seek to protect our workmen from competing with foreign underpaid labor, which, in turn, is protecting ourselves. I could continue to enumerate many results for want of protection in this particular direction.

No. 5995.

Reply of J. M. Sanford, of New York, N. Y., merchant tailor.

I have been in the merchant tailoring business for over twenty years. The greater part of my stock I import direct from London, using only silk and cotton goods of domestic manufacture, but no domestic woolsens. I import fine woolen suitings and cassimeres.

Cost of production is from 5s. to 20s. per yard.

The rates of duty on our goods are 44 cents per pound and 50 per cent ad valorem.

My goods do not correspond with any domestic goods.

The tariff act of 1890 made about 15 per cent advance in our rates of duty from 35 cents and 44 per cent to 44 cents and 50 per cent.

There has been no change in the cost of goods imported by me since 1890.

We need free (raw) wool to make the United States an exporting country of the goods I import.

I think the goods I import can be manufactured in the United States without a reduction of wages.

I don't think the goods I now import have ever been exported from this country.

Difference between the export price and the price for the local market, I should judge, is about 10 per cent.

Take a cassimere (fall weight) costing 6s., in England, for instance; it would cost me delivered in New York in 1884, \$2.25; in 1893, \$2.58, there having been no change in cost for past ten years, excepting as to duties.

In London our goods are sold on six months' time, 2½ per cent discount, or thirty days', 4 per cent off.

I am a "purchaser."

The average rate of interest is from 2½ to 3 per cent in the country of production of our goods.

I desire an ad valorem duty, because more simple and equitable. I presume an ad valorem duty is easier to evade than specific if the importer is in collusion with the house he purchases from.

Free trade, excepting in a few articles, exists in the country of manufacture.

The value of my imports has been about £2,400, costing with duties, etc., \$23,000. I always buy more or less from New York jobbers.

My customers refuse to purchase American woolsens, therefore I can compete with domestic productions.

Cost of transportation is very small, say one-fourth of 1 per cent on the cost of the goods.

England, owing to large exports, has been the most prosperous of any of the European countries, but I consider the United States ahead of any European country in prosperity, owing to our natural wealth and more good luck than good government.

I believe in civil-service reform. A man should retain his position in any customs office during good behavior, if competent, irrespective of his political views.

In conclusion, I beg to state that I think the so-called Wilson bill a fairly just measure in its woolen schedule. I would prefer to have it go into effect on February 1, 1895, rather than on December 1, 1894. I am very much opposed to the income-tax attachment. Why not make up any deficiency by a revenue stamp tax on checks and receipts? It would be easy to collect and would not be a premium on perjury.